Character Qualities Outlined & Related

Gerald Elton Fosbroke

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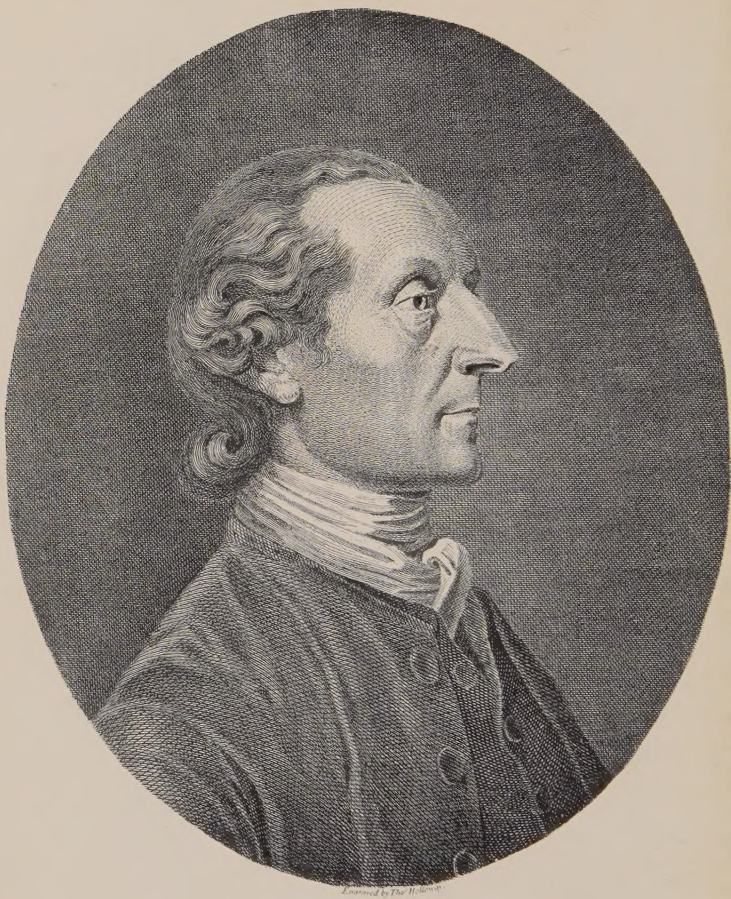

JOHN CASPER LAVATER

The first writer on physiognomy and author of the work from which th illustrations for this book are taken.

His eye indicates good powers of observation, but there is a lack of phys cal vigor to give the eye penetration or the mind the concentration tha would result in logic or science. Great sensitiveness, patience, and sel consciousness are evident in this fine face.

Character Qualities Outlined & Related

Summing up the Evidence of Individual Qualities and Tendencies as Shown by the Reactions of the Mind and Body on the Face

By

Gerald Elton Fosbroke

Author of

"Character Reading through Analysis of the Features,"

"Character Revelations of Mind and Body"

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Character Qualities Outlined and Related

Character Qualities Outlined

INTRODUCTION

This book is wholly for the student of character analysis. A thorough knowledge of structures and the vocabulary used in this subject are necessary before this book can render the full service that is hoped for it. Complete description of structures and vocabulary will be found in *Character Reading Through Analysis of the Features*, and *Character Revelations of Mind and Body*, by the author. It is not the intention that all the indications of every quality shall be learned from this book, but that the text shall be kept for ready reference after reasonable familiarity has been acquired.

The important thing in accurate work in character analysis is to be able to properly weigh the indications of character qualities. It is useless to render an opinion in regard to a quality based upon one indication, as there may be many others that contradict and are not in harmony.

It is therefore the purpose of this book to assist

in doing away with mechanical work in character analysis, and develop a broader observation, so that all indications may be correlated one with another before the conclusion is stated.

A character analyst must of necessity fully understand the combination of elements contained in different character qualities, and it has been the intention herein to give a correct definition as applied to character analysis of the qualities listed and as far as possible cite the component parts of each characteristic, in addition to giving mention of all other qualities that enter into the make-up of the one in question.

All additional qualities mentioned under any heading which are italicized should be referred to and studied before arriving at a conclusion as to the presence or absence of the quality looked for. A list of all qualities is arranged alphabetically at the end of the book, for ready reference.

It is not intended or expected that all the structures and conditions mentioned under the separate headings shall be found present in all cases; but according to the value and amount of the evidence in each case, to that degree will the quality be found.

Qualities are subject to a number of divisions, which, when made, will materially assist the student to recognize them

As health and vitality are such important elements in the development of character, the essentials of these qualities are discussed in Chapters I and II.

Qualities are then divided first into positive or success-making qualities, discussed in Chapters III, IV, V and VI, and then into negative or destructive character qualities, discussed in Chapters VII and VIII.

These two divisions are subject to further division. The positive qualities are divided into four groups, as follows: *reflective qualities, perceptive qualities, mental action qualities, mental and bodily action qualities.* Reflective qualities are nearly wholly dependent on reflective power but are to a minor degree dependent on perception, discussed in Chapter III; *perceptive qualities,* Chapter IV, are based on perception and require only a minor degree of reflective ability in their operation. These two groups do not partake of the element of action.

Then follow the qualities that find expression practically wholly through *mental action,* Chapter V, and another group that finds expression through *mental and bodily action,* Chapter VI.

The negative qualities are divided into two divisions, viz., the *passive negatives,* which do not include the element of action, in Chapter VII, and

the *active negatives*, which come to life as a result of the element of action, in Chapter VIII.

There is still a last group, which consists of qualities which are the result of *aptitudes*, and these are made up of varying combinations of these other qualities already mentioned that give a particular trend to the abilities discussed in Chapter IX.

The illustrations of this book were selected and reproduced from the first book written upon the subject of physiognomy in the seventeenth century, by John Casper Lavater. He did not claim to be a scientist, but was an observer. These illustrations in the original quarto edition of Lavater's work are beautifully executed, and although it would appear that they are not always true to life they are excellent material for study to increase the necessary development of sense perception. Should the student of Character Analysis read the work on this subject of that period he will be greatly encouraged by the present certainty of knowledge as compared with the indefiniteness shown in Lavater's work. The comments in regard to the illustrations are made by the author of this book.

For the benefit of coming generations, that this knowledge and its application will make still greater strides in the years to come, is the hope of the

AUTHOR.

CHAPTER I

HEALTH CONDITIONS

General Health is a quality that indicates that the mind, and the body in all its functions, are as nearly balanced in operation as is possible. Where general health is of the best the perceptive mind is in control of the reflective and imaginative mind, and each one of the bodily functions is so regulated in relation to all others that the result is perfect harmony in its operation.

Each person is an entity that is a combination of many elements, and in each person these elements are in varying degree. Each of the elements of which the body is composed must be in right proportion one to the other, to retain good health and for the vital organs each to correctly perform its individual office for the body. No destructive overburden must fall upon any particular function. It is imperative that for good health each shall perform in full its particular duty, but shall not do more. That is to say, enough bile shall be secreted,

but not too much, enough lymph, and not too much, etc.

Too much action or too little action of any of the vital organs caused by an over- or under-amount of those elements in the body that have the effect of stimulating or retarding action, will upset the balanced functioning. If great lack of balance is continued it will bring about either partial or complete breakdown.

It is therefore important in describing the facial and bodily indications of good general health that the particular organs or elements responsible for the indications and their action should be outlined.

This can only be done briefly in the limited space here available, and students of this subject should read carefully, with an inquiring mind, some authentic work on the subject of physiology.

In judging the strength or weakness of any of the bodily parts it must be remembered the thing sought for is balance of all the elements so that the functioning of each of the vital organs may be in absolute harmony with all others. The action of the mind affects the body, and vice versa.

The brain and nervous organism which are so closely related have been fully discussed in other works of the author, and particular reference is made to the chapters on "The Head," "The Fore-

head and Brows" and "Nerve Tension as Evidenced in the Face," in *Character Revelations of Mind and Body*. It is only necessary here to emphasize the fact that conscious thought and directed action are the province of the perceptive mind which must control the reflections and imaginings of the reflective mind, or the subject will be mentally unbalanced to the degree that control is lacking.

It must also be remembered that where the assimilative and secretory systems (including the lymphatic) are particularly active, and the head is full in the back, wide from ear to ear, with high reflective forehead, that the sensuous nature will result. "Sense" is used throughout this book as synonymous with sensuous as people generally appear to take a wrong meaning from the word "sensuous." The mere fact that the nature is sensuous will preclude the possibility of great mental alertness, as every sensation that is registered in the brain is retarded in its transmission from the point of contact to the brain centers, and therefore such a brain will be called upon to register, within a given time, many less sensations than the intense nature, with rapid registration of all sense perceptions.

It would also appear that over-development of

the lymphatic secretory system and consequent increase of flesh, would result in undue pressure upon the nerves carrying the messages to the brain, and as a result would cause premature distribution of the nerve impulse, and therefore the sensuous feeling. The lessened definiteness of the "sense" perception transferred to the brain would result in a likewise shallower impression and slower reaction of the mind. The tapping of a telephone wire at many points causes indistinctness of the message at the final point. This is a good illustration of the result of the divided nerve impulse.

The broad head indicates large brain structure, usually of coarse quality, and therefore a less alert nervous system. It would appear that this brain would develop more slowly. It would take many more years to bring the cells of such a brain into a reasonably alert and receptive condition than it would those of the brain that is required to register all "sense" contacts with great rapidity.

As the development of the nervous system seems to be in direct relation to the development of the brain areas, the quick moving, unencumbered body and brain will build up at an early age a far greater degree of nerve force and energy than the one of coarse texture of body and brain, which last type will have all the structures and qualities of

SPAULDING.

A fine constructive mind with clear penetrating eye. One that will speak with force and logic. The lower face is not as much inclined to the mental, but indicates vigorous physical forces.

emotional activity. See quality index at the end of this book for page in which emotional activity is discussed.

As a good degree of mental alertness and nerve force and activity are a part of good health, these conditions must be properly gauged in forming a conclusion in relation to the subject.

The evidence of a fine, alert, healthy brain and nervous system, well supported by proper bodily balance in addition to balanced head structure, will be found in a well muscled face, nicely developed brow that is built well forward beyond a good reflective forehead, the brow heavily compressed; the eye almond-shaped, deep-seated, with fine alertness and sustained concentration, deep transparency, clear and bright with good development of the structures surrounding the eye. The ear and nose cartilages will be well cut and solid in appearance, but fine in quality. As the degree of rapidity, lasting qualities and definiteness of the sense impressions are dependent upon the intensity of mental application of the subject, all indications of the *intense nature* should be considered in judging the development of the brain and nervous system. All the structures of good quality will be present to indicate a high degree of sensitiveness.

Balanced heart action, other conditions being

right, will result in an even disposition without irritability or violent outbursts of temper, and with good control of all the emotions. There will be responsiveness, alertness, good courage and aggressiveness. This condition is evidenced by the skin, ears, nose and ball of chin and lips being of good, even, pink color, with the skin clear and bright when the subject is normal and not excited.

This condition must be present for good health, both in those of dark as well as light coloring, although it will be more easily judged in those of medium or light coloring.

Where the heart is sluggish in action as a result of depleted bodily conditions or because retarded by too much bile or poisons in the blood, the skin will either be pale and transparent or else sallow, blotched or very dark. The white of the eye will also in the latter case often take on a yellowish tinge.

Where the depleted bodily condition exists, the subject will be timid, secretive, over-sensitive, suspicious of others, and lack in responsiveness and energy.

Where too much bile is secreted and the eliminative functions are not sufficiently active, and poisons accumulate in the system from this cause or imperfect digestion, as is shown by the sallow,

blotched or very dark condition of the skin, the subject will be pessimistic, moody, sullen, irritable, over-intense, too nervously alert, too direct in contact with others, and lack in tact and diplomacy. The mind will be sluggish in the morning when rising. Ill temper and resentments result. There is a tendency to take unwarranted prejudices against certain people.

Where the heart is too active it is usually either the result of disease or weakness induced by over-exertion, which may be caused by too full assimilation and too much activity of the secretory glands and a resulting surplus of flesh and consequent over-burden of the heart action in forcing the blood to the extremities.

The effect of bile salts in the blood is to retard heart activity and circulation. If the eliminative functions are too active they take from the system too much of this element. The result is over-activity of the heart.

Where this latter condition exists the face will either flush very readily, or, if the condition is permanent, the ears, nose, cheeks, lips and skin will be bright red. Often the cheeks, ears and nose will indicate by red threads that capillaries have been ruptured or that the circulation near the surface is poor; and often the back of the neck, the

sides of the face, the cheeks, nose, lips and chin will all indicate an excess of flesh. (See indications of *Emotional Activity*.)

Where this condition is present, according to the completeness of the condition will the following qualities be found:

The subject will be emotional, with quick, violent temper which is soon over and the subject repentant. He will be over-generous and allow others to take undue advantage; have strong, not well-controlled sex impulses; will be emotionally irritable, and foolhardy in courage. When greatly excited, the heart action will become so rapid that it will result in a feeling of weakness and sinking, and all ability to support courage with action will be lost.

In growing children where the heart is too responsive they should be kept from over-strenuous exercise as the strain results in over-elation during the exercise but is followed by a corresponding dullness and depression when the child will lack energy to center the attention or concentrate the mind. This conduct constantly repeated will result in indefiniteness in all sense perceptions, poor memory, sullenness, irritability, ill-temper, with a tendency toward becoming surly and morose. The indefiniteness will cause an increased tendency

to talk and act without consideration and a consequent increased likelihood of untruthfulness.

Vigorous lung action will give proper life and energy to the blood. In conjunction with proper digestion and assimilation of food it will give to the blood the material with which to build the energy of the nerves and muscles of the body.

Good breathing and assimilation will be shown in full but not fleshy cheeks; good vigorous ear and nose, medium to large, with well rounded nostrils; mouth with full, firm lips, well compressed; good, broad muscular chin and a reasonably high chest.

This condition will give the subject plenty of both mental and bodily energy, initiative, and resourcefulness, optimism, love of praise, good recuperative power, and the ability to make many friends.

If the lung capacity and assimilative functions are incomplete, as indicated by sunken or hollow cheeks, meager flesh structure of the face, thin ear and nose cartilages, nose contracted with nostrils drawn close to the septum, thin lips, a pale pink in color, and thin chin with little flesh formation, the skin pale or anemic, the subject will be lacking in self-confidence, will have but little energy and be purposeless, will be self-centered, tend to be selfish, and will lack in initiative and originality.

If the lung power is over-developed, it is likely to make one too forceful and lacking in tact, with too much energy not properly directed. This condition is indicated by an unusually tense face, indicating hard instead of elastic muscles, with nostrils widely spread and constantly distended, and with chest unusually high and broad.

Where the assimilation is too active and the secretory systems (including the lymphatic) are as a result also over-active as compared with the lung power and energy, the subject will be too fleshy and bloated in appearance, with all the evidence of over-emotional activity present. The flesh will be soft and flabby. The vital organs heavily encumbered with fat will all be overworked and weakened. The mind and body will be ponderous and clumsy in action, and the subject will lack energy and will love ease with a desire to avoid mental and bodily effort.

Where the secretory system is particularly active but the assimilative functions seem to have only average activity, the thyroid glands at the base of the front of the neck will show prominently and will be easily noticeable when the subject turns the head to either side or throws it backward. Where this is evident the body will be unencumbered with flesh, but the eye will, whether deep-seated or

LEBEC.

The looseness of the structures of this face are the result of dissipation. The brow, the eye, the coarseness of the nose, mouth, and chin all indicate the relaxation of uncontrolled emotions.

prominent, be full, clear and bright. The muscles of the face and body will be sharply cut and alert in expression and movement, and of more than usual elasticity. This subject will have great responsiveness, fine recuperative powers, tenacity of purpose, and staying qualities.

Conditions evidenced by exophthalmic goiter, which is an affection of the thyroid gland, have been fully covered in the chapter on the "Eye," in *Character Revelations of Mind and Body*, by the author.

Many of the glands and systems of the body are both secretory as well as excretory in their duties. When the excretory activities are not sufficiently vigorous to care for the natural waste of tissue or excessive waste caused by over-exertion or taking into the system poisons which in themselves create waste, the system becomes clogged and the renewing of the entire body seems to be to a great extent at a standstill. The kidneys, the bowels, and the pores of the skin—the outlets for dead matter—are curtailed in their excrements.

This condition is easily recognized by the color of the skin, which becomes yellow, with a dry, hard appearance as though it were about to form in flakes; the eye, which would otherwise be bright, is dull, and the white of the eye becomes of a

yellowish tinge, while the surface beneath the eye will become dark in color and baggy. The whole face takes on a strained appearance, and the muscles will indicate hardness of texture. There will be no indications of fat or lymphatic activity. The indications of *irritability* in the face will rapidly increase. This condition is more likely to arise in those of dark coloring than light, as the darkness in itself shows tendency toward biliousness.

When this condition exists the subject will be moody, pessimistic, irritable, melancholy, ill-tempered, jealous, resentful, tactless, unreasonable, and hard to please.

Where good general health conditions are present and the assimilative side is really active, recuperation of the forces can best be attained by the taking of food. A good meal in this case will absolutely renew one of this type. Where vitality is present but active assimilation is not present, recuperation can best be attained by sleep, as in this case a hearty meal cannot be digested and the food will simply clog the system, resulting in sluggishness and irritability.

CHAPTER II

VITALITY

Vitality is a quality that gives one the power to withstand disease and physical stress in sustained effort. It may or may not be accompanied by actual physical strength resulting from balanced bodily conditions.

Vitality is always found in those of heavy body hair growth, medium eyebrows, medium to large bone structure, elastic to hard muscle structures, and usually medium to dark coloring. The eye will be deep-seated, the brow compressed, and the features may be either expanded or contracted. The intense type is the vital type, and the structures for *intensity* should be considered. Where the eyebrows are thread-like in form, the eyelashes long and fine in quality, and the bone structures are light throughout, constitutional strength will not be found.

Those who have vitality will, to the degree to which they have this quality, be intense, virile,

magnetic, alert, irritable, ill-tempered, resentful, jealous, obstinate, arbitrary, dependable, studious, systematic, logical, orderly, tenacious, persevering, persistent, tactless, over-positive and opinionated.

It is not contended that all the interrelations of the elements of the body are given here, but simply enough to suggest the great field for research which lies open to the character analyst or the medical man who wishes to enter the field of what might be called anticipatory health advice.

Time has been spent in the development of animal and vegetable life to a higher plane by experiment in interbreeding and grafting. The combination of elements in both animals and vegetables, in fact the whole nature of the originals, has been changed.

Equally important in developing these changes is the manner in which both animals and vegetables are nourished. The diet of the animal has been studied so that by considering its natural trend and the desired result its growth is to a great extent guided by the experimenter.

By studying and regulating the character of the soil and climatic conditions, flowers and vegetables have been brought to perfection. The useful has been made more so, and the flower lacking in scent and beauty has been given both.

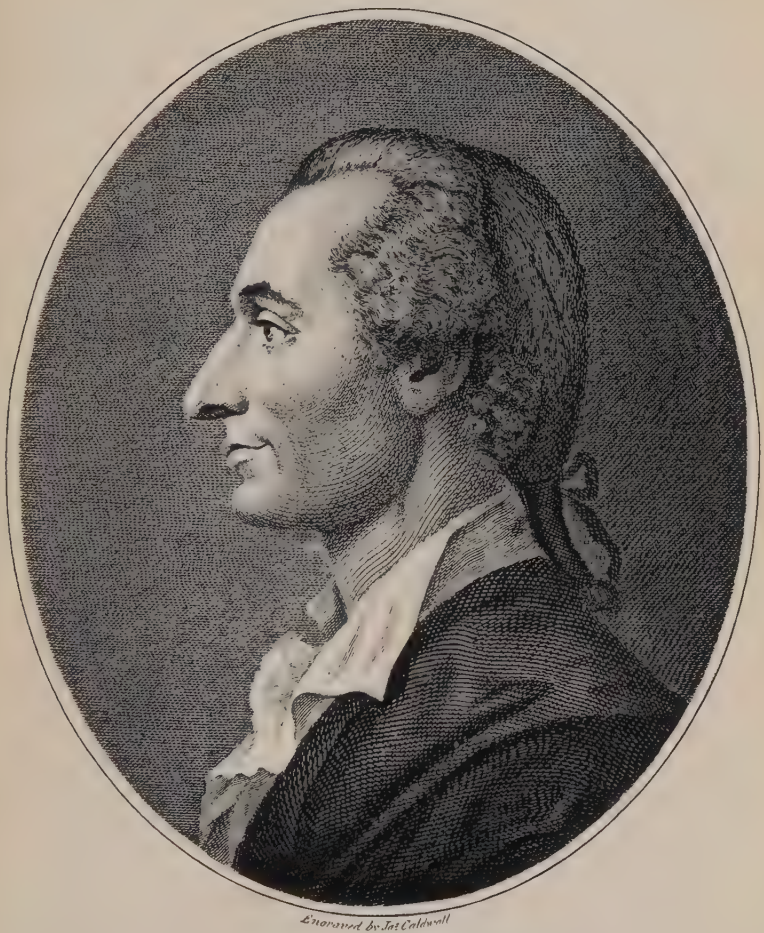
These results have been accomplished during the growing period. It was possible by experiment to introduce elements that would cause stimulation of the desired functions in the plant or animal, bringing about a redistribution of elements that make for greater perfection.

If such things can be accomplished with animal and vegetable life, it would appear worthy of suggestion that there is a big field for research and experimentation in relation to the human race that a more uniformly successful people may develop.

CHAPTER III

REFLECTIVE ABILITY

Reflective ability as it is used here means the power of directed thought which provides the equipment for concrete and abstract reasoning, foresight, imagination, psychic knowledge of human nature, intuition, memory, mind for sequence, creation, high ideals, sensitiveness, planning ability, memory for events and locations, originality, enthusiasm, humor, sympathy, emotional activity, adaptability, resourcefulness, inspirational ability, responsiveness and subtlety of mind. In all but the following six cases, viz., concrete and abstract reasoning, foresight, memory, mind for sequence, and subtlety of mind, the reflective faculties are used with but little direction of the perceptive or conscious thinking mind; but in these last mentioned qualities perceptive ability plays an important part. The highest type of reflective ability will be found with fine balanced quality as indicated by keen nervous organism,



A well balanced face. All the features indicate fine quality and keen sensibilities in combination with a fantastic imagination.

good structures throughout the face, muscle structures elastic and not hard or flabby, cartilages of the ear and nose not transparent but solid in appearance and well formed, nape line of the neck well marked, head well proportioned in accordance with all the rules of balanced head structure, high, full, well-rounded forehead, not smooth but having many uneven surfaces indicating that the muscles of the upper forehead have been used. This forehead should be wide in the upper third from side to side, but rounded and not square.

Where concrete and abstract reasoning, foresight, memory, mind for sequence and subtlety of mind are mentioned, as they require the use of the perceptive ability in conjunction with reflective ability, one must take into consideration the structures mentioned under perceptive ability. Where the qualities that do not require much direction by perceptive ability are in question, the perceptive region or the lower third of the forehead will not be strongly developed; the brow will not be much compressed; the eye will be medium to prominent in its position; the structures around the eye will not be greatly developed; the nose section will be the short third of the face and it will tend to be sunken at the root or else very light in structure; the mouth will not be strongly compressed, and the

cheeks will tend to be rounded, with the lips full and soft and moist in texture; the jaw line will not be definitely marked, and it will be evident that the assimilative and secretory systems are more than ordinarily active. The quality of the subject with the highest type of reflective ability will tend to be fine.

REFLECTIVE QUALITIES

Concrete Reasoning.

Concrete reasoning requires good reflective ability, but close direction of the reflective faculties by the perceptive qualities located in the center of the brow, which are the most closely related to vision, as the reflection is strictly based upon things immediately before the eye and has the advantage of something concrete to hold the mind to its reasoning processes.

Concrete reasoning brings the perceptives to bear first, which may be termed a prerequisite to the activity of the reflective faculties, but is wholly dependent upon the reflective ability to work out the conclusion.

For the particular indications of concrete reasoning, aside from the greater or lesser number of the indications under *reflective* and *perceptive* ability, we shall find that the brow tends to be medium

broad rather than broad; that the outer corners of the brows will often recede from a horizontal line from the center of the brow; the brows will tend to be contracted in the center, drawing down more strongly immediately at the inner corners than at any other part of the brows, and the outer corners of the brow will often be thrown slightly backward, although not always, although the line from the outer corners of the brow to the inner corners will always point downward toward the center. The muscle structures will tend to be hard rather than elastic, and the quality will tend to be from medium to coarse.

Abstract Reasoning.

Abstract reasoning is an uncommon quality in that it originates in the perceptive mind, but the process is nearly wholly a reflective one and requires an unusual degree of concentration of mind to hold the reasoning in channels that will lead to a conclusion. It is the broadest type of reasoning and is developed from concrete reasoning, and those who reason best in the abstract must have the *power to visualize* vividly the thing reasoned about. The mind must be *logical*, have the *power of sequence*, fine *judgment of values* and strong development of *orderliness* and *justice of thought.*

The structures of the qualities italicized should be studied, but the particular indications of this quality are as follows: a fine development of the outer corners of the upper forehead. In other words, the forehead in the upper third should be particularly well formed, making it relatively broad in its structure, but the head should be of medium width and height, rather than extreme, the upper outer corners coming well to the front, but without angles. Where abstract thought is strongly present there will be a development of two raised surfaces just inside the outer limits of the upper forehead, one on each side. There will also be an unusual compression in the outer corners of the brow, which brow will be full and prominent on the outer corners as well as upon the inner corners. There will be particular brightness of eye and skin, and good elastic muscle structures, indicating *vitality*, as abstract reasoning requires a more than ordinary degree of *mental alertness*, the conscious thinking powers must be in fine working harmony with the reflective side. This power particularly requires a balanced degree of quality.

Foresight.

Foresight is the ability to foresee conditions and happenings, and is based upon knowledge ac-

HENRY II OF FRANCE.

This brow, combined with the eye and mouth of temper, will indicate the mind of erratic judgment. A fine imaginative and creative mind.

quired through similar conditions and happenings that have already gone before. Foresight must include a *mind for sequence*, good *logical mind*, *memory for events*, *judgment of values*, *self-confidence* to give reliance upon the judgments, and *imagination*. Foresight is the quality of a well trained mind, and requires a nice development of the perceptive and reflective minds.

Imagination.

Imagination in itself is the ability to get many different ideas in relation to everything, the inspiration coming either from within or from without. It is the ability to build mental pictures, either possible or impossible of realization. So long as it is in the imagination it is a vision, not an actuality.

The structures indicating imagination will include those under the head of *emotional activity*. Where one is nearly wholly imaginative the upper third of the forehead will overhang considerably the lower third of the forehead. The brows will be thrown back; there will be practically no perceptive development; the eye will be particularly prominent, and the nostril will be dilated. The imagination must be accompanied by good inherent quality, or the reflective powers will lack vitality

and the structures will indicate emotionalism, as a result of over-active body, instead of imagination, and then there will be a tendency toward dull mentality instead of a vivid imagination

Psychic Knowledge of Human Nature.

This quality is in truth an intuitive thing, and arises greatly from strong bodily reactions. It is usually found with strong *emotional activity*, in combination with good sensitiveness, and is not found where the conscious thinking powers are too definitely in control. For this quality to be a usable thing there must be enough of perceptive development to enable one to at least recognize the character of the impressions received in contact with the person judged. There are no particular structures indicating this quality as aside from those of *emotional activity* and *sensitiveness.*

Recipient Mind.

The recipient mind receives the thoughts of others without expressed word on the part of the one giving the thought. It requires the passive type of mind, as great perceptive activity would preclude the possibility that the directed thought of another could reach the subconscious side. In

other words, where the mind is busy in directing its own thoughts it is not open to receive the thoughts of others. A telegrapher's machine cannot both send a message and receive it at the same time over the same wire.

The structures of *emotional activity* will be present, and the particular structures for the strongly recipient type will be full reflective forehead, the brows thrown back, the eye particularly prominent, pale in coloring, with a surface liquid appearance, the nostril will be finely cut and often dilated, and generally an unformed condition of the features of the face. There must be a fine degree of acute sensitiveness present, and also fine quality. Where action or expression of the thoughts received is required from the recipient type it must be the passive type of mind with a reasonable amount of perceptive development to give the power of expression. There must not be irritability or petulance present in the recipient type, as irritability will have the same effect as perceptive activity.

Intuition.

Intuition is probably a quality of mind, as compared with instinct which animals possess and which apparently arises from the physical. This

quality gives one the power of premonition, the knowing a thing instantly without apparently any conscious or subconscious mental process, and is usually exercised in relation to a judgment. As it is a quality of mind, but apparently operates without the exercise of conscious mental effort, it will be found with the keenly alert and active nervous organism, with fine *sensitiveness*, and with strongly *reflective mind* as well as good *perceptive development*. There must be an unusually fine balance between the reflective and the perceptive minds for intuitive judgment to be brought into play. It arises in the reflective mind, and the perceptive mind must not be so greatly concentrated and constantly active as to prevent the intuition finding expression through the perceptive mind.

The muscle structures of the brow should be well developed and more than ordinarily flexible. The eye must be deep, full and clear, the ear and nose cartilages should be of unusually fine quality, and the nostril particularly sensitive. The mouth should show keen sensitiveness of expression in its muscle development. These structures in conjunction with those showing *sensitiveness* and good *reflective* and *perceptive* development, will complete the picture.

Memory.

Memory is of two types: that which has to do with taking the substance of things and storing it without the inquiring mind, which is nearly wholly a reflective process; and the other type of memory which arises from perception, or paying attention to particular things, and storing the knowledge logically as the result of having already analyzed it as acquired.

The first type of memory in its best degree is found with the high reflective forehead, but only sufficient of perceptive development to indicate the good mind. This type of mind is more often found with light coloring, with good, full eye, medium deep set, indicating controlled *emotionalism*, which would be natural to the type, and fine face structures throughout, indicating high degree of inherent quality and active nervous sensibilities.

The other type of memory will be found where there is a nice reflective development but the perceptive development is the stronger, with good compressed brow throughout its full width, well drawn down on the outer corners, the brow standing out some distance beyond the upper third of the forehead, and drawn down close to the eye, the eye almond-shaped, deep-seated, full and clear, with deep transparency and alertness; the

rim line of the upper lid drooping about one-third over the eyeball; well formed, medium heavy expanded nose; long upper lip; cheeks medium full; lips well compressed, with all the indications of *intensity* present, which quality should be also taken into consideration.

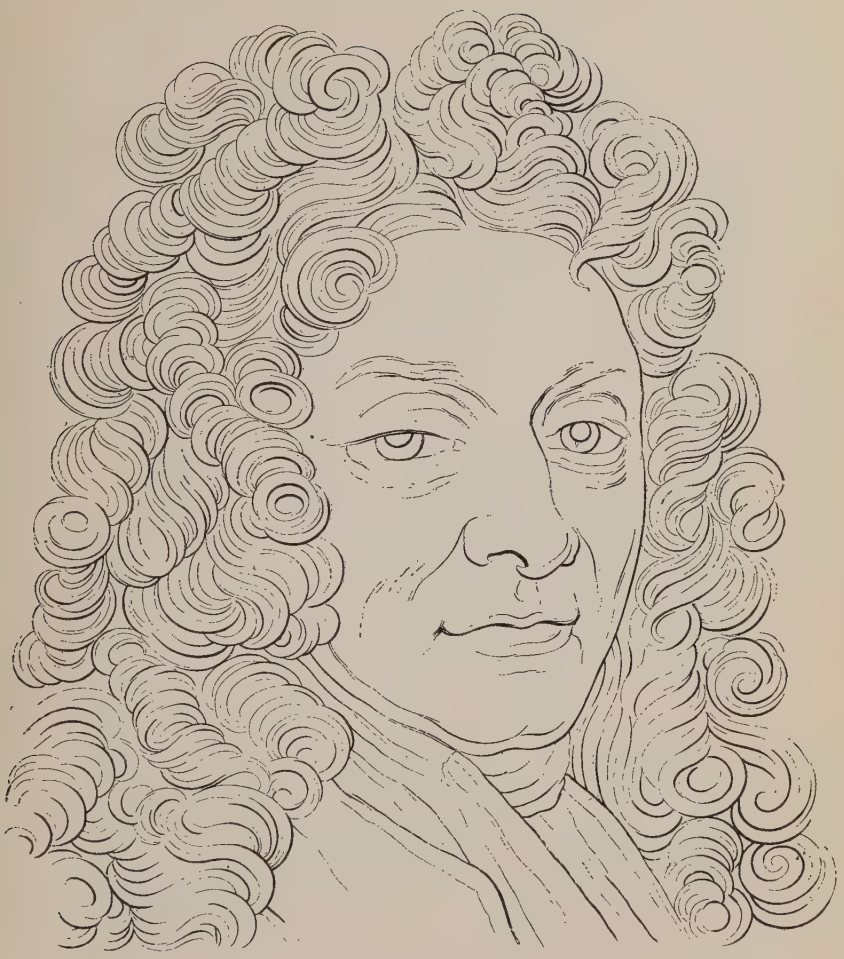
This type of memory is usually found with the dark coloring, which indicates the tendency to dwell for a longer period on the thing to be remembered.

Creative Ability.

Creative ability brings to bear *initiative* and *originality*, which are qualities of a good reflective mind, and it requires good perception to draw a line between the practical thing that can be capitalized and the thing which is wholly theoretical. Creative ability results in being able to attain the desired end in original ways.

The structures which indicate this quality will be a particularly full but compact upper forehead, well rounded on all extremities, high back crown, leaving the brow, which should be prominent, with a reasonably quick curve.

The structures for good *perceptive development* must be considered, as creation means not only the thinking of a thing, but actually doing it. The



WREN.

Great sensitiveness and active emotion are seen in the eye, the nose and the mouth. There is fine quality in all the features and a fine creative imagination evident in the brow and eye.

lower face must show action. The character of the creative ability will be indicated by the structures. If the upper third of the forehead is rather full and indications of emotional activity are present, the creative ability will tend in the direction of the artistic and the non-essential type of creation. If the lower third of the forehead is the more prominent, in conjunction with a high but rather rapidly receding forehead, the creative ability will tend more in the direction of inventive quality of things which are performed by the hands in conjunction with the head. The character of the thing created will be regulated somewhat by the fineness or coarseness of the quality of the person under consideration. Where the mentality is the dominating quality it will tend in the direction of, for instance, formulas in chemistry. Where the quality is coarse it will tend wholly in the direction of mechanical invention. Where the head is broad and caution is strongly evident, in conjunction with balanced quality, the creative tendencies will find their outlet through organization and combinations in financial fields.

Planning Ability.

Planning ability means a tendency to conduct oneself with a set purpose for the accomplishment

of a set end or ends, either by arranging to systematically direct one's daily and weekly efforts or the efforts of others. It requires more of practicality applied and of perceptive development, than does creative ability.

The structures of *practicality* and *perceptive development* must be taken into consideration in addition to a medium full upper third of the forehead, indicating good reflective ability, but not to the extent of vivid imagination or to the extent of real creative ability. To have really good planning ability the structures must show *definiteness* in the character, and good *mechanical* or *scientific* ability and *logic.*

Mind for Sequence.

A mind for sequence gives one the ability to correlate many different happenings of different periods and their results for the purpose of drawing a conclusion. It is also the outgrowth of logic and enables one to give a lengthy discourse without leaving any unfinished ends, as this type of mind will invariably return to any point of the discussion which in its opinion has not been completely covered.

Mind for sequence is evident in a nice full development in the center of the forehead in the

middle third, as mind for sequence requires a good *memory for events* and happenings, properly pigeonholed by a *logical mind.* The structures for these qualities should be looked for. It also requires a mind that is broad in its *perceptive* development, orderly in its conception, and in spite of being broad in its reasoning abilities, has the faculty of handling a large amount of detail and a mind which will always build the larger things out of details. Therefore it must have all the indications for *logic,* the fineness of quality which goes with the *scientific* mind, and the indications of *orderliness* and *justice of thought,* with *constructive ability* of a high type or power of organization. The eye must be deep-seated.

Memory for Events.

A memory for events and happenings is neither wholly a reflective or a perceptive quality, and in a sense it partakes of both and is evidenced by development of the middle third of the forehead between the perceptive and the reflective regions. This quality is sometimes the strongest of all the reflective and perceptive qualities in the subject. It usually is found with the eye that visualizes things in general instead of in detail—the eye that is medium prominent and which shows quite a

degree of the *emotional* side, but not excessive, often light in coloring. This quality may be present without any of the broader perceptive development and will then be a nearly wholly subconscious thing.

Memory for Locations.

Memory for locations and contours enables one to go directly to a place without apparently having observed, if in a city, the street and house number. When in the country such a one is able to sense the direction and the road to a certain place. The memory for contours gives one the ability to visualize the topography of land, etc., and have a mental picture of the way in which the country lies, and is, of course, a part of the quality of memory for locations. This quality is closely related to the power of observation, but is not the characteristic of the logical mind, as the outer corners of the brow are usually not developed, nor is the upper forehead full enough for a good reflective mind; nor will the quality of the subject be fine enough to imply a scientific and logical mind. The particular structure indicating this quality is, decided fullness in the center of the forehead in the middle third, with quite a deep-seated eye, but of an emotional type. Apparently the brow is built in and compressed much more in the center than on the outer

corners which gives the impression of a naturally deep-seated eye. The inherent quality of the subject will tend to be medium to coarse, and seldom fine. He will have the desire for outdoor life, and will not like anything that has to do with details.

Originality.

Originality is the ability to create in a way not thought of by others and contrary to the usual manner, the seeing and attacking things from a different viewpoint than the usual.

Originality will be evidenced in a high upper forehead, particularly full on the upper outer corners, but not square, and with *emotional activity* to a medium degree present, with a minor degree of *intensity* which will result in brow compression to give the degree of action, resulting in not only thinking original things, but doing them. The quality of the subject should be at least medium, but should not be exceedingly fine. There must be a good degree of sensitiveness present, indicated by nervous alertness.

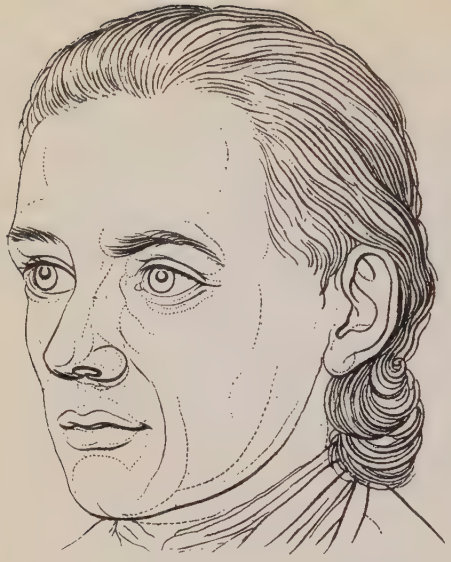
Enthusiasm.

Enthusiasm is the quality which results in attacking every problem with energy and buoyancy,

the feeling of confidence, at least for the time being, that nothing can withstand the attack, feeling certain of accomplishing the purpose. There may be sustained enthusiasms or enthusiasms that are short-lived. Sustained enthusiasm will be found with the intense nature, and the structures for *intensity* should be referred to. The short-lived, changeable enthusiasms will be found with emotional activity, and the structures for *emotional activity* should be referred to. A full-blooded condition showing active circulation, with elastic muscles, with energy and breadth shown by well developed expanded brow, nose, and mouth structures, and high chest, with good lung capacity are all essential to enthusiasm.

Humor.

Humor results in seeing things which have both a ridiculous and serious standpoint, from the funny side. Humor is one of the qualities of *emotional activity*, and this structure should be studied. The upper forehead is always particularly full throughout its whole width. The *instinctive* and *intuitive* side must be keenly alert, the nervous organism must be well balanced, and irritability should not have crept in as a result of overtaxing of the nerve side. The subject should be particu-



HENRY FUSSILE

A large degree of sensitiveness in the nostril and lips.

The "sense" type well developed. Kindly of heart, with good degree of decision and action.

larly full-blooded, elastic of muscle, and of good quality throughout. The development of the muscle bordering the rim of the lower lid, showing active sense excitability, should be evident.

High Ideals.

Having high ideals does not necessarily mean that the subject is particularly conscientious, as one may have high ideals—and often does—but fails to live up to them. The whole crown of the head will be full, including the center of the upper third of the forehead, as high ideals are part of the moral side and are often inspired by the *imagination.* Enthusiasm for spiritual things is the basis of high ideals, and the structures and conditions for *enthusiasm* as well as *imagination* should be taken into consideration. Where the structures for high ideals are in combination with those of *conscientiousness,* the ideals will be lived up to. The quality must be fine.

Sensitiveness.

Sensitiveness is an aliveness to the values of all sense perceptions, and gives a keen sense of atmosphere created as a result of associations and environment. Sensitiveness is the ability to feel acutely. In outlining this quality the admirable degree will be first described, and secondly

the structures which indicate super-sensitiveness.

The mere word "sensitiveness" predicates the idea of fineness of brain and nerve organism. It will be found in those of medium to fine quality indicated by well-defined nape line to the neck, tending to be rather high up; full upper back head; fullness in upper top head; ear and nose cartilages fine in their texture, not transparent but tending in this direction, the nostril unusually finely cut, running to the point of the nose; the upper lip medium to short in length; the lips compressed to only a medium degree, tending to be medium thick in structure rather than full or very thin; the whole face indicating alertness and power of expression in flexibility of muscle structures. Blood conditions should be normal, with no indication of excessive heart action or a weakened condition. Particular attention and study should be given to the quality of the subject in determining the presence of this characteristic.

Where super-sensitiveness is found, the *emotional* and *imaginative* sides will be more active, and there will be a lack of self-confidence, and these structures should be taken into consideration. In this case the development of the region around the eye should indicate that the perceptives have been quite strongly developed, although contrary to

type, but not much compressed or full on the outer corners. All the indications of *emotional irritability* will be present, and structures indicating this should be taken into consideration. Where *emotional irritability* is present it is usually the result of a retarded transmission of the sense impression from the extremity to the sense center, and as a result of the irritability an abnormal viewpoint is taken. The coloring will always be medium to light.

Sympathy.

Sympathy is a quality which results in a feeling of tenderness toward one whose position, either mental or physical, would inspire pity. Sympathy in a sense results in one feeling in a lesser degree the same responses which are active in the one to whom the sympathy is extended. The structures indicating sympathy will be *emotional activity*, *imagination*, fine quality throughout, particularly active nervous organism, very active heart and lungs shown by alertness and healthy color, but the *sense* or emotional side more active than the *intense;* and the structures for these qualities should be examined.

Emotional Activity.

The degree of activity of responsiveness of the individual to a play upon the feelings, whether it

be from pain, pleasure, sorrow, sensation or imagination, must be judged by the number and definiteness of the indications. Imagination is necessary to the higher emotions, so the upper forehead will be full and high, the brow will not be heavily compressed, the eye will usually be light in color, and medium to prominent and full in size and structure, with a surface transparency. The muscle beneath the rim line of the lower lid will be prominent, and there will often be a fullness extending down from this cordlike muscle toward the cheek. The nostril will be dilated or expanded, showing good breathing power and active emotion. The mouth will have full, moist lips of velvety texture, but slightly compressed, the corners as far forward as the middle. The chin and cheeks will be full to rounded, showing active lymphatic and secretory systems. All the features of the face will tend to be large. The subject will have good skin color, tending to red, indicating full-blooded condition and active heart.

Where the forehead is low and imagination is lacking, only emotions of the grosser sort will be found active. Women are always more emotional than men because their emotional centers are more widely distributed and kept more active.

Lack of emotional activity, or coldness, will be

found where the subject is deficient in back head structure; head narrow, rather small eye, not covered by the lid, with undeveloped surrounding structure, medium round and deep-seated, but lacking in deep transparency, with a rather dead appearance; nose narrow in structure all the way from root to base, with nostrils contracted, drawn close to the septum of the nose, indicating poor breathing capacity; mouth with lips thin in formation and contracted (drawn toward the center); narrow chin and jaw, lacking in either muscle or flesh development; cheeks flat or hollow, showing poor assimilation, and lack of activity of the secretory systems, and skin pale or sallow, indicating poor circulation and heart action.

Adaptability.

Adaptability enables one to quickly fit oneself into any location or association, to quickly feel at ease in the surroundings. It takes breadth of character, full blood conditions, medium to light coloring, active secretory and assimilative systems indicated by full flesh structures, and there should not be enough of tenacity, perseverance and endurance to result in one being set in his ways. The muscles should be elastic, not hard. The extreme of this quality results in indefiniteness and

makes one too much subject to the influence of others.

Resourcefulness.

Resourcefulness gives one the ability to find a way out, whether the manner be original or simply applying an old way in doing or saying a new thing. It requires *originality*, *responsiveness*, with quick *concentration and decision on minor things*, good *power of expression* with a good degree of both mental decision and *decisiveness of action*, with alertness of both qualities. All these structures should be taken into consideration.

Inspirational Ability.

Inspirational ability gives one the power to develop within himself such extreme enthusiasm that it appeals to a listener as almost supernatural in its strength. It is ability to make others feel and see things from the same viewpoint and with almost equal enthusiasm. Inspirational ability must of necessity result from a large amount of *enthusiasm* held in control by a reasonably *emotional* as well as a decidedly *intense* nature; the earnestness of *sincerity* must be present, it must include *self-confidence* in its expression, and requires *imagination* to multiply sense impressions

MERCIER.

The alert eye of observation, with keen perceptions. Full side head indicates fine constructive ability. Mouth not greatly compressed shows strong sociability.

to the point of inspiration. There must be active sensibilities with *sensitiveness*, and medium to fine quality with a fair degree of *concentration* of mind and body. Therefore the formation for this quality will include all of the above structures, and they should be taken into consideration.

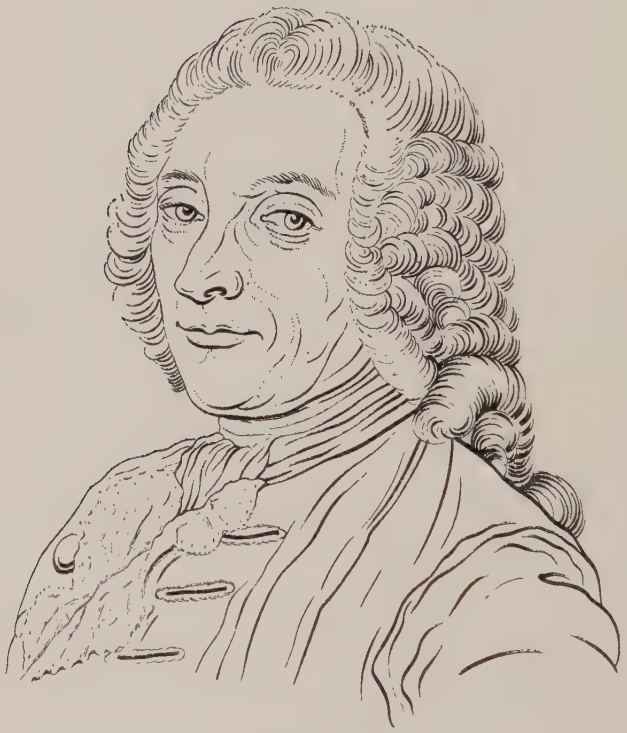
Responsiveness.

Responsiveness results in one being easily influenced by others, yielding quickly to the mood of others. The structures for *sympathy*, *emotional activity* and *physical courage* should be considered. The extreme of responsiveness will be found where there is more than ordinary full-bloodedness, with particularly rapid heart action, or even a heart that is over-rapid in its pulsation as a result of weakness, which would be indicated in the development of a puff, which is bright red, immediately above the cheekbone. A lesser degree of responsiveness will be shown in the normally emotional type where irritability is not greatly present. It can only be found where the brow, the nose in its full length, and the mouth are compressed and expanded, and where the cheeks are reasonably full, showing active assimilative and secretory systems.

CHAPTER IV

PERCEPTIVE ABILITY

The perceptive ability as used here includes all of the perceptive faculties which are built in as a result of sense records and conscious thinking. The subject may be naturally inclined to development of perceptive faculties, or quite the opposite, but the use of them is only acquired by effort, whereas reflective ability is inherent. Aside from the qualities already mentioned under reflective ability as being the result of both perception and reflection, the following qualities are strictly the result of developed perceptive ability, viz.: judgment, mental alertness, power of observation, power of attention, practicality, judgment of values, logic, analytical mind, mental scope, inquiring mind, definiteness, detail mind, accuracy, criticism, system, conservatism, mental and bodily concentration, visual memory, mental energy, discrimination, intensity, justice of thought, orderliness, conscientiousness, control of desires, judgment of character. These qualities are all dependent for



MONCRIF.

A well balanced face of keen perceptions and fine quality.

their outlet upon the development of perceptive ability; nevertheless they are not what may be termed *action* qualities.

Perceptive ability in its finest degree will be indicated by large bone structures; elastic muscles; medium coloring to give proper responsiveness; fine nervous organism; medium activity of the assimilative, secretory and eliminative systems; all of the indications of balanced head structure present; well-defined nape line to the neck; medium fullness of both lower and upper back head; medium width of head through from ear to ear, both immediately above the ears as well as in the crown section; the head showing no angles in drawing a circle over the head from ear to ear; good broad brow immediately over the eyes, with the outer corners of the brow as far forward as the center; brows not only compressed but giving evidence of fine muscular development both in the center as well as throughout their whole width, the outer corner of the brow being particularly well developed and well drawn down; the eyebrow close to the eye with the rim line of the upper eyelid drooping a third over the eyeball, showing concentration; deep-seated, full almond-shaped eye; the eye medium to large in size; good development of the structures surrounding the eye, which will

indicate compression and mental activity and not emotional development; good, active, full, expanded nose, expanded throughout its whole length as well as at the nostril, with point drawn down indicating compression; medium width to face and medium full cheeks with upper lip long; upper rim line of mouth compressed; lower rim line drawn up; mouth indicating the intense type as opposed to the "sense" type; ball of the chin drawn up and chin of medium width and muscular in structure; good, sharp jaw line, well curved from the tip of the chin to the ear, without definite, crude angle; chin plane to convex in structure; good medium heart action indicated by an even coloring throughout the face and not in patches, which would indicate over-energetic heart. The quality of the subject with the highest type of perceptive ability will tend to be medium.

This describes the perfection of perceptive development, and where part of the structures considered differ from this description due weight must be given to the variance.

PERCEPTIVE QUALITIES

Subtlety of Mind.

Subtlety of mind will give one the ability to see propositions from many angles, and savors of

shrewdness and cunning and yet is a legitimate quality, whereas cunning is not. It enables one to circumvent another's purpose by appearing to desire and work toward a certain end, which in truth is not desired at all and whereas another entirely different end is the ultimate aim.

The structures for this quality will be found in a full and broad brow, strongly compressed and particularly well developed upon the outer corners —in other words, the thinking mind broad in its conceptions. There will be a large degree of concentration in the droop of the rim line of the upper eyelid one-third over the eyeball, and the eyebrow should be close to the eye itself, the eye almond in shape, deep-seated, and clear in its transparency.

An exaggerated degree of subtlety of mind would result in degeneration into *duplicity*, *cunning* and *treachery*, and these structures should be considered.

Judgment.

Judgment is the ability to know whether one is right or wrong in both decision and action in all of one's daily problems. The structures indicating judgment will be a broad, prominent brow, fully developed throughout its whole width, with good development of muscle structures in the forehead, a nice development on the outer corners of the

brow, showing *justice of thought* in conjunction with reasonably good *reflective faculties* with *physical courage* to urge expression. The brow should be close to a medium-deep to deep-seated eye; the eye should be almond shaped; the rim line of the upper eyelid should be about one-third over the eye, indicating concentration; the nose should be expanded and the tip compressed; the upper lip should be long, the lips full and evenly compressed and expanded; the lower lip and ball of the chin drawn upward; the chin should be of good depth and breadth, but not heavy; the cheeks full but not indicating a large development of the secretory or assimilative side. The subject should be balanced in blood conditions—neither too full-blooded nor depleted; the muscle structure should be elastic, and the head structures should indicate balance.

Mental Alertness.

Mental alertness will result in one being able to transfer concentration quickly from one thing to another and to re-center concentration with equal quickness on the former object. In other words, it is being able to direct the mental forces with rapidity in any desired direction. The structures indicating this quality will be a strongly compressed

brow throughout its full width, the outer corners heavily compressed, indicating orderliness of mind with a well-developed upper forehead, indicating logic; an unusually full, deep-seated eye, with more than ordinary depth of clearness and transparency, with power of concentration indicated by the drooping of the rim line of the upper eyelid one-third over the eyeball. There will be strong muscular development in the center of the brow; the coloring will be medium to dark, indicating intensity and directness of action; the nose and mouth will be compressed and expanded, with long straight upper lip; the lower lip and ball of the chin drawn upward, and sharp jaw line. The whole face will have the indication of intensity and alertness. This quality can be found where the upper third of the face is more strongly developed than the lower third. A balanced condition of the upper and lower face indicates that the mental alertness is supported by bodily action.

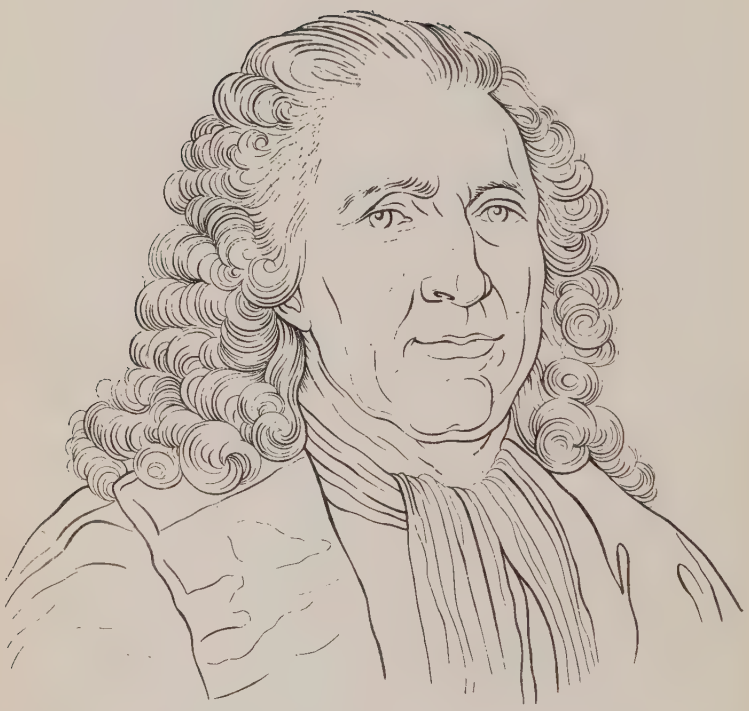
Percipient Mind.

The percipient mind is the one that projects the thoughts in such manner that they are accepted by the recipient mind without spoken words. The power to do this requires a high development of both reflective and perceptive power, with more

than usual ability to visualize with intensity, the fulfillment of the thought which is projected. Therefore the structures in addition to fine reflective and perceptive ability, with all the indications of a balanced type, will be the structures indicated by *sensitiveness*, *abstract reasoning*, *visual ability*, *intensity* and *mental and bodily concentration*, all of which must be present in high degree. The eye must be more than ordinarily deep-seated, full in its structure, with a deep brilliancy and alertness, with more than ordinary dilation of the pupil, and the quality must show fine nervous organism, elasticity of muscle and fine quality of nose and ear cartilages, skin and hair.

Power of Observation.

Power of observation is the ability to see and remember objects which come within the range of vision. The finest type of observation is found with the heavily compressed brow, with muscle structure strongly developed in the center, the brow drawn down close to the eye, the rim line of the upper eyelid about one-third over the eyeball, the inner corner of the eye being farther forward than the outer corner—the position something as the eye of the horse—the rim line of the lower lid also drawn upward, narrowing the portion of the eye-ball



VOISIN.

A fine evenly compressed and expanded brow, supported by the keenly observant and penetrating eye that accompanies the scientific mind. This is a face of very fine quality and remarkably developed throughout.

which is visible; the eyeball full but deep-seated and almond shaped, with good development of the formations round the eye. *Concentration* will be present, so the color will tend to be medium to dark.

Power of Attention.

Attention indicates the ability to center the forces, both mental and physical, on the thing immediately in hand, to the utter disregard of all extraneous matters. The structures indicating this quality will be those under the *power of observation* and *mental alertness*, *concentration* and *intensity*, and the structures covering these qualities should be considered.

Practicality.

Practicality results in one's attention and performance being centered always and only upon things that are certain of accomplishment and which preclude the idea of chance. The structures indicating this quality are a particularly compact upper forehead, tending toward squareness at the outer corners, the forehead only medium high and tending to be narrow from side to side. The temple will tend to be sunken; the brow will tend to be narrow, strongly compressed, bony as well as muscular in structure; the eyes tending to be small

rather than full, and sunken rather than deep-seated. Practicality tends to be the result of a negative personality rather than a positive one. The subject will not be full-blooded, and there will be strong bone structures. The muscle structures will tend to be hard rather than elastic. Quality may be coarse or fine.

Judgment of Values.

This quality gives one the ability to particularly weigh relative values, either tangible or intangible, such as weight, size, form and color; the intangible values being rights as between people and esthetic values in relation to art, music and literature. The judgment of tangible things requires fine *powers of observation*, *mental alertness* and *reflective ability* all well developed. Judgment of tangible values is indicated by a tendency toward medium rather than fine quality, and structures for these qualities should be considered. Judgment of intangible values will be found with one of good reflective mind, a nice development of the brow structures, but the eye in this case will give evidence of there being more *emotionalism* present than intensity. There will be fine quality in all the structures, indicating *sensitiveness.* Decision in *minor matters* will be present.

Logic.

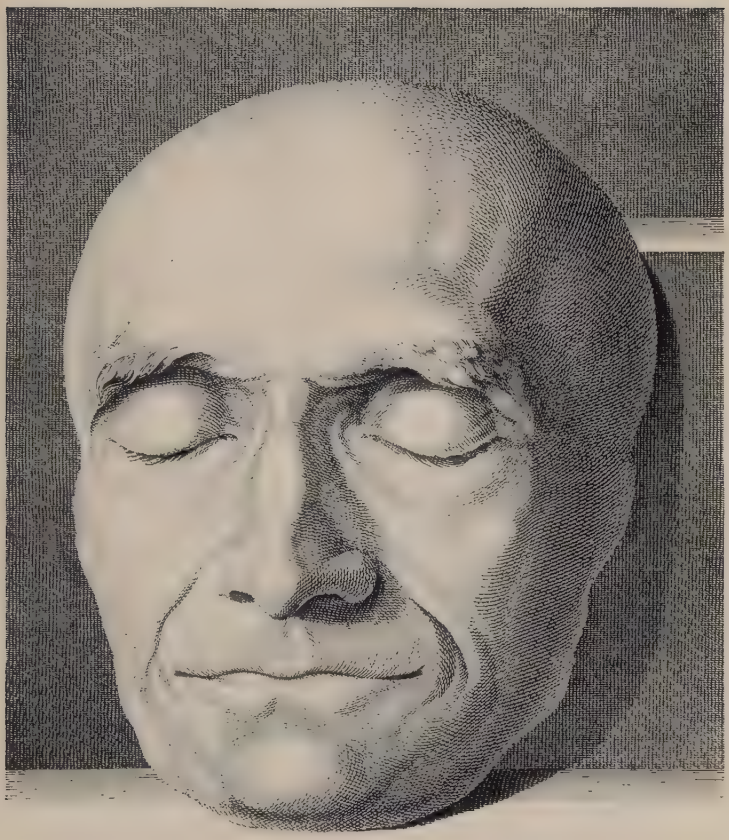
Logic is a quality which enables one to analyze a problem containing many different angles, in related sequence to a correct conclusion. A correct conclusion can only be had if the reasoning is based upon a correct premise, and such a premise is dependent upon the development of accurate judgment working in developed harmony of operation with good alert reflective faculties. Logic is a quality of the high type of mind, and therefore good quality must be present. A good balance of physical strength is necessary to give the alertness of mind and sustain the concentration required. Therefore structures for good *reflective* and *perceptive* forehead, for *concentration, mental alertness* and *physical strength*, should all be taken into consideration in judging this quality. In addition to a broad, perceptive, muscular brow, strongly developed throughout its whole width and particularly full and drawn down on the outer corners, there should be a good, high forehead which is compact in its structures, full on the outer corners but particularly well rounded, showing the development of raised surfaces upon the upper third of the forehead, indicating that the muscles of the upper forehead have been constantly tensed and then relaxed, drawing the blood to this part of the head. This

forehead and brow should be in combination with good, deep-seated, clear eye, with the indications of *concentration* of mind present.

Analytical Mind.

The analytical mind has the ability to divide a problem or thing into its separate parts, weighing these parts as to value in coming to a decision or accomplishing a desired purpose. This quality is a considerably narrower quality than logic, as logic includes the power of analysis, and analysis may be accomplished by either the alert or the slow moving mind and is not so dependent upon quality as is logic, although the highest type of analytical mind must be associated with fine quality. There must be even development of *perceptive* brow, with good *reflective* mind if the analysis is to be applied to intangible things. If it is to be applied to material things, concrete analysis is brought to bear, and the brows are usually drawn down and developed more strongly in the center than on the outer corners. It does not require as high a type of analysis to analyze the material and tangible thing as it does to analyze the intangible, where abstract thought must be used.

The structures for the *reflective* and *perceptive* mind, also *concentration* and *observation* must be considered.



O. Heidegger.

Fine side head development in one of such good quality indicates powers of organization. The brow compression shows a scientific mind of high character. Brow, nose and mouth all indicate concentration and analysis. A fine illustration of compression and expansion of brow, nose and mouth.

Mental Scope.

Mental scope will give one a wide range of abilities which may or may not be definitely applied, and will give breadth of comprehension.

It will require good *reflective* mind, good *perceptive* mind, and good development and balance throughout all the head and face structures. The structures for these qualities should be considered.

Inquiring Mind.

An inquiring mind is one that reads and hears all information, submitting it to the censorship of his developed judgment and logic before accepting it. The structures indicating this type of mind will be a fair degree of *logic*, fair degree of *analysis*, with a large degree of *mental alertness* and *vital energy* in the whole make-up of the person. It must also include good powers of *concentration*, as it is necessary that concentration be applied and the forces centered if the quality of this type of mind is kept constantly in operation. This mind also requires quite a degree of *intensity* in its reactions. The structures showing this type of mind will be a well formed upper forehead, compact in form and not exceedingly high or full, good development of a muscular lower forehead. The forehead need not

be exceedingly broad at the brows but should be well compressed on the outer corners. It must be accompanied by deep, clear eye, well formed and alert, with the brow drawn down close to the eye. The nostrils should be sharply cut, the mouth compressed. This type of mind is usually found with medium to dark coloring, and with medium to fine quality.

Definiteness.

One who is definite knows at all times just what he will say and do, and does and says things with precision. Definiteness may be broad in its calibre, or narrow. Definiteness in the broad type will be shown in a good mind for *analysis*, good *judgment of values*, good development of the muscle structures throughout both face and body, which should be from elastic to hard; bone structure from medium to heavy, coloring medium to dark to give intensity of application. These structures should be considered.

In the narrow type of definiteness there will be cramped structures of head and face throughout. The nape line of the neck will be high; upper back top head compressed; rather cramped upper forehead; sunken temple, narrow across the brow from side to side but very definitely compressed; and

eyebrow close to the eye, which will be sunken rather than deep-seated and will not have the clearness or alertness of the other type of definiteness. The eyes will possibly be a little close together. The bone structures will be strong, the muscle structures hard rather than elastic; the cheeks tend to be hollow and sunken; skin coloring dark to sallow, often indicating imperfect elimination, with the brow, nose and mouth tending to be contracted.

Mind for Detail.

The mind for detail is one that naturally tends in the direction of small things, and really enjoys the handling of them. This type of mind requires more than ordinary *conscientiousness* and great *definiteness*, and the structures described as covering definiteness of the narrow type should be considered in this. The upper forehead in a detail mind is particularly cramped, as is the entire structure of both the upper and lower forehead, and as a general thing there will be somewhat of irritability present as people of this nature become over-fussy in relation to the placing of material things and the way in which things are done. They also fail in being able to command others as they are so particular in relation to the way in which

things are done that they cannot trust others to do them with equal particularity. This is the extreme type of detail mind. Any mind that is really analytical and inquiring in nature will have capacity for details but will also have the broader capacities of these other qualities. Structures for *analysis* and the *inquiring mind* should be considered.

Accuracy.

Accuracy requires that one be particularly definite in all that one says or does. Accuracy may be found in the same structures as the *detail mind* and *definiteness*. In the mind of broader scope accuracy will be found in the structures of *logic* and *analysis* combined with *decisiveness of action*.

Criticism.

Criticism is a quality that results in a tendency to raise a question in relation to every action, word or thing with which one is brought in contact. Criticism is the result of having a mind not deep enough to analyze or at least not caring to, but with an irritable urge toward fault-finding. It bespeaks the one who is somewhat *egotistical* in that he thinks he knows better about things than others and that he has the judgment to criticize. Criticism is the quickly spoken word, without any deliberation or

thought. Criticism usually tends to be destructive rather than constructive.

The structures indicating this quality are usually the rather full upper forehead and perceptives that are either relaxed or only mildly compressed; light muscle structures, with a tendency toward many wrinkles between the brows, indicating the thin-skinned condition; eyes that are reasonably prominent; brows not compressed on the outer corners, a development of bagginess in the outer corners of the lids; full-blooded condition and a full development of the assimilative and secretory systems indicated by full flesh growth. It is always found in one of an emotional nature, and the structures for *emotionalism* should be considered, as well as the structures for *emotional irritability*, as irritability is at the bottom of criticism.

The rare ability and desire to give constructive criticism is the outcome of an *inquiring mind* and a mind for *analysis.*

This quality of criticism will be stimulated by great nervous and *mental alertness* with the *intense* type in combination with enough *emotional activity* held in check to give the urge to inquire and the *responsiveness* and *good nature* to desire to help others. This characteristic is always found with medium to fine quality.

System.

System requires that one shall speak every word and perform each act as part of a definitely arranged plan for the accomplishment of a purpose.

The structures indicating system will be those indicating *definiteness*, *logic* and *analysis*, *planning ability*, with *decision of mind and action;* and these structures should be considered. The essentials are good *reflective* and *perceptive* ability with a fine development and compression of the outer corner of the brows, indicating *orderliness.*

Conservatism.

Conservatism, as used here, is a quality which results in dismissing all propositions suggested without consideration and with a settled habit of not considering such propositions—not caring to learn whether they have merit or not. It results in a physical contraction in meeting strangers where it is anticipated that they may present some proposition. This quality is the result of cramped mental functioning and a lack of physical development to warrant the expectation of successful combat, whether mental or physical.

The structures will usually be those of the *detail mind*, and the particular structures will be the neck light in formation, very little head back of

the ears, and the nape line of the neck decidedly high; cramped upper forehead; narrowness of brow from side to side; sunken temples; sunken rather than deep-seated eye, which is flat on the surface; contracted brow, nose and mouth, with thin muscle structures of the face, including thin lips; lower third of the face light in structure, with pointed chin indicating the lack of physical force; the cheeks will tend to be flat or sunken. The eyes will tend to be small and drawn close to the head; coloring will be sallow or anemic, showing lack of energy and poor elimination. The chest is likely to be flat.

Visual Memory.

Visual memory is the ability to call to the mind's eye a mental picture of the thing that has been seen but is not at the time within the range of vision. There are two types of visual memory. One gives a detailed picture. It sees the detail first and broadens the scope of vision, including many things. It visualizes all things seen in a sharp, accurate picture. The other type visualizes in the general rather than the particular. It sees the larger thing first and reasons from the larger thing to the detail.

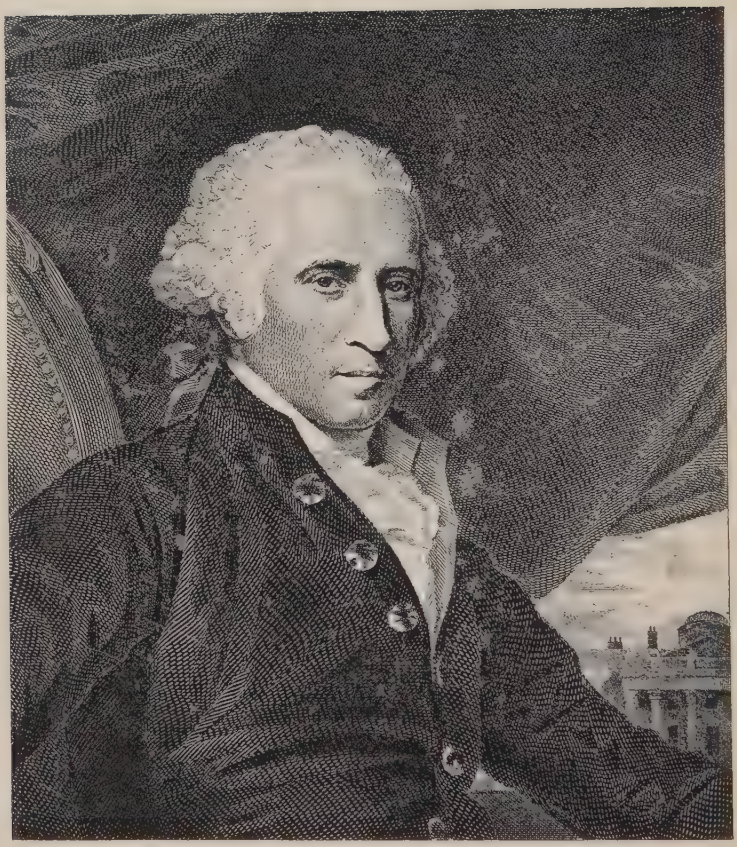
The first is the eye which accompanies the

scientific mind. It requires good *reflective ability*, but particularly broad; definitely compressed brows with eyebrow close to the eye; the eye deep-seated, full in structure, almond shaped, with the rim line of the upper lid drooping one-third over the eyeball, indicating a large degree of *mental concentration*. There must be clearness and brightness of the eye, indicating health and alertness of mind. The eye will have all the indications of the strictly *observant eye*, which additional structures may be considered.

The eye that visualizes generally is medium prominent, with the structures of *emotional activity* present, which should be considered. There must be a fair compression of the brow, and the emotional eye must have fully developed structures surrounding it, indicating that compression has been brought to bear; otherwise there will not be enough of concentration to get even a general visual picture. Both types of visual ability will be found in company with balanced quality rather than coarse or fine.

Mental Energy.

Mental energy as aside from mental alertness indicates the ability for sustained mental alertness. The indications for *mental alertness* should be con-



BENJAMIN WEST.

A splendid illustration of fine quality, well developed. Concentration is shown in the compression and expansion of the brow, and genius in the development around the eye. This face is compressed and expanded throughout.

sidered, and in addition the bone and body hair structure and elastic muscle structure should be taken into consideration. The coloring must indicate good balanced blood conditions. *Tenacity* and *intensity* must also be present, and these structures should be considered.

Mental Concentration.

Mental concentration is the ability to center the mind either for a short or long period on any particular thing or chain of thought. The finest degree of concentration is for a sustained period, the ability to follow a problem from its beginning to final analysis, without allowing the mind to wander into by-paths of thought or degenerating into meditation instead of a controlled and directed process of thought. Deep and prolonged concentration requires great physical energy and vitality. As concentration cannot be exercised for any length of time without bringing reflection into the process, the structures should consist of good *reflective forehead* and finely developed *perceptive* mind, with fine balance throughout. These structures should be considered. There should be present all the indications of physical strength, viz., good bone structure, elastic muscle structure, heavy body hair growth, and good active circula-

tion. The color indicating this condition is well distributed throughout all the flesh structures, which should include ear lobes, nostrils and lips. The coloring should be medium to dark, and the structures for *intensity*, *tenacity* and *endurance* should be considered. The particular structures are the heavily compressed, well muscled brow, the eye indicating concentration, which is the deep-seated eye, almond shaped, bright and clear, with the rim line of the upper lid compressed one-third over the eyeball; nose and mouth compressed and expanded, with the ball of the chin drawn upward. The quality will be from medium to fine.

Another type of concentration is found in the emotional subject, and the structures for the *emotional* type should be considered. The brow will be quite heavily compressed, with a decided fullness between the rim of the upper eyelid and the brow extending the full width of the eye; the rim of the upper eyelid will be compressed about a third over the eye, which is medium to prominent. The color of the eye and skin will be medium to light, and the subject will tend to be full-blooded. This type of concentration will result in centering the mind quickly upon the thing to be analyzed for comparatively a second's duration; then quickly relax, and almost immediately again re-center

upon the problem, repeating this many times until a conclusion is reached as the result of analysis. The emotionalism of the nature precludes the possibility of sustained concentration. This type will also have *emotional irritability* prominently evident, and structures for this quality should be considered.

Bodily Concentration.

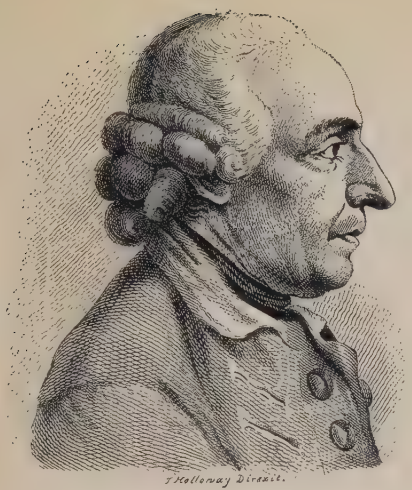
Bodily concentration is the ability to center the body forces, not only in physical action, but to bring them into play in support of concentrated thought or forceful speech. Bodily concentration requires a keenly alert nervous organism, well developed elastic muscle structures throughout the face and body, well balanced circulatory system, and well balanced secretory, assimilative and eliminative functioning. In addition to these conditions the face will have more than ordinary compression and expansion throughout the brow, nose and mouth, and the features will tend to be large throughout. Every indication of balance of mental quality as well as body structures will be present. The eye must be particularly clear, with fine powers of *mental concentration*, and although decidedly alert, deliberate in its movements.

Discrimination.

Discrimination is the ability to practically sense values as aside from exercising judgment in relation to them. Discrimination will be found where there is a more than ordinarily good development of sense perceptions; and fineness will be found throughout in all structures, including head, ears, eyes, nose and mouth, which will result in more than usual *sensitiveness*. This type will tend to be emotional rather than intense. See decision in *minor matters*.

Justice of Thought.

Justice of thought results in a desire to regard others' rights with fairness. It is the basis upon which is founded the judgment of right and wrong. This quality in its exaggerated sense will often result in one being over-particular in giving more than is the others' just due. The structures particularly indicating this will be those of *logic* and *definiteness*, and the particular structure will be the breadth of the forehead from side to side with a decided compression and fullness of the outer corners of the brow. It will be found in its best development with the *intense* type rather than the emotional, as emotion brought to bear is likely to militate against absolute justice. The coloring should not show an over-degree of bile in the blood,



This slanting but well rounded forehead in one whose every feature shows fine quality will indicate the philosophical mind, of fine discrimination. The contracted nose and mouth indicate conservative social relations.

The back head, low forehead, brow, nose, mouth, and particularly the lower lip, all indicate crudeness. Obstinacy and animal cunning are qualities of ignorance.

as evidenced by very dark, dull eye or dark, sallow skin. This characteristic will be found more particularly with balanced coloring, and good quality. Where justice of thought is found it will usually include orderliness in the placing of material things.

Orderliness.

Orderliness gives the desire to place material things in exact position, and the wish to always return them to that position. Orderliness is a narrower quality than justice of thought, as it deals with the concrete. It will be found in the narrower brow structure, with the outer corners of the brow decidedly compressed and prominent. The outer corner of the brow will be more bony in structure where this quality is present than where justice of thought is evidenced. All the features of the face will be sharply defined, and the muscle structures will tend to be hard rather than elastic. Where this quality is found in its narrow degree, although fussy and over-particular about the placing of material things the subject will be very positive in opinions, but illogical.

Conscientiousness.

Conscientiousness is the quality which requires that one shall be exceedingly precise in principle

as well as in all one's dealings with others, even to the minutest detail. Conscientiousness may be over-done. It predicates the mind for *detail*, with strong development of *justice of thought*, but the mind of narrow scope rather than of real broadness. The structures will include those of *definiteness* of the narrow type, *detail mind* and *accuracy*.

Control of Desires.

Control of desires will result in one being able at all times to direct inclinations and not to do anything as a result of intensity or emotion that is not a directed act. The name of the quality predicates the suggestion that there must be desires to be controlled, and emotional or intense desires are only found where there are healthy and normal bodily structures, indicated under the structures of *Health*. The degree of control exercised will be evident in nicely compressed brow, clear eye drawn back into the head, finely cut ridge and nostril lines to an expanded nose, long upper lip with the rim lines of the mouth well and evenly compressed, and the ball of the chin drawn up, indicating in conjunction with such a mouth that the physical action has been directed by the mind. The jaw line will be sharply cut; the developed quality throughout will be good to fine.

Judgment of Character.

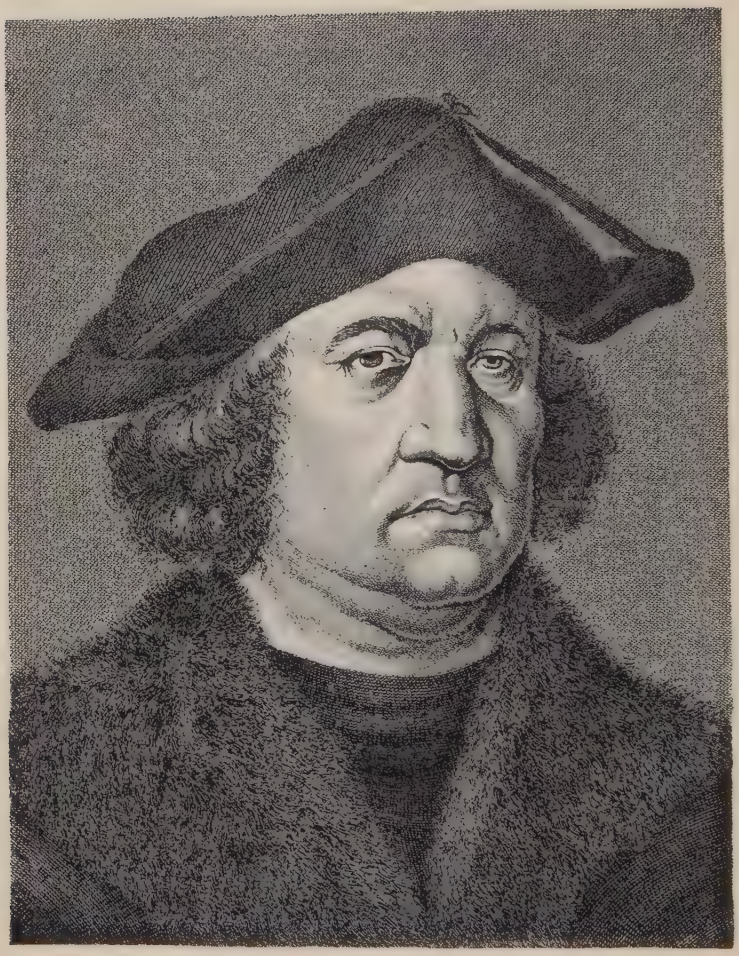
Judgment of character is the ability to consciously estimate what another is likely to do under stated conditions, also the ability to tell with definiteness what are the established habits of the one judged. It is arriving at a judgment in relation to another as the result of conscious thought and analysis of the person in question, or subconsciously arriving at an opinion based upon contact with many people of the same type during the past. Judgment of character will be found with the structures indicating *logic*, the *analytical mind*, the *inquiring mind*, powers of *observation*, *attention*, and the eye of detailed *visual ability*, and these structures should be considered.

CHAPTER V

MENTAL ACTION QUALITIES

Decision in Minor Matters.

Decision in minor matters is the ability to decide minor matters quickly, with the exercise of conscious thinking power, not intuitively or by "hunch" as it is termed. This quality is usually highly developed where there is a good degree of emotionalism in the nature, and also a high degree of sensitiveness, which results in rapid comparatively short periods of concentration. The structures are those indicating some degree of *emotionalism* with those of *sensitiveness* and *mental concentration* of the emotional type, and the particular structures are as follows: the brow will have a slight tendency toward contraction in the center; the eye will be medium deep-seated, and some emotion will be evident. The brow is compressed only to a medium degree. There must be alertness and balance of physical structures, such as blood, muscle, bone and hair growth, to result in these



Sir Thos. More.

A good illustration of a heavily muscled face. A man of quick decision and action. One that will show irritability, temper and severity in accomplishing a purpose.

quick decisions. The ears and nose will be of fine cartilaginous structure. The ridge line of the nose will look as though the skin were stretched tight over the edges, giving the ridge line a square effect. The point of the nose will be noticeably divided and the nostrils finely cut. The septum will not be drawn down to a degree indicative of analysis. The nose will be small in structure, and esthetic in nature. The mouth will be mildly compressed, but having the indications of the intense instead of the "sense" type. The quality of the subject will be from medium to fine.

Decision in Major Matters.

Decision in major matters will include the ability to decide quickly on minor matters. It gives the ability to decide quickly as the result of analysis of questions that may arise, no matter how complicated. The rapidity with which the decision will be made is to be judged by the relative importance of the thing to be decided.

The structures indicating this quality will be those of *mental alertness*, *concentration*, *analysis*, *self-confidence* and *self-dependence*, and these structures should be considered.

The particular difference between the structures for decision in minor matters and major matters

will be that in major matters the features will be large and expanded; and the point of a large nose, broad at the tip, will be evenly drawn over and downward toward the face, without noticeable division in the point.

Psychic Decision.

This quality gives the tendency to decide either a minor or major matter without conscious thought and without basing it upon reasoning, arriving at a decision wholly as the result of what is termed "hunch." This type will be of the emotional type, and the structures for *emotional activity* should be considered. The brow will be only fairly compressed some distance from the eye itself, although the eye will be slightly forced backward into the head, as will be indicated by the developed structures. The imaginative side will be strong, and the physical side particularly evident in full back neck with low nape line to the neck; broad head through from ear to ear, of medium height to the crown; forehead medium high, tending toward being square at the outer corners; nose expanded, with wide nostrils; full lip structures, mildly compressed; heavy chin; heavy jaw; full cheeks, indicating more than normal activity of the assimilative and secretory systems. In this type there is a tendency

toward mental indolence, which, with the more than ordinary physical forces, results in the gambling spirit with a willingness to take a chance.

Continuity of Purpose.

Continuity of purpose indicates the desire to do things in a routine way, without the intervening of change and excitement, preferring to do and complete one thing at a time rather than to have to divide the direction of effort for the accomplishment of many things or purposes at one time.

The structures indicating *practicality*, *detail mind*, *endurance*, *tenacity*, and *accuracy*, are those which will indicate this quality, and these structures should be considered.

Will Power.

Will power is the ability to hold to a purpose or principle which is based upon a decision that has been thought out. Will power will be shown in balance of structures, in good, firm neck muscles, indicating bodily strength, well defined features throughout, with nicely developed *reflective* region of the forehead, and well developed compressed, broad *perceptive* region, well drawn down on the outer corner; the eye medium to deep-seated;

sharp lines to a large nose which is broad and well expanded; long upper lip; rim lines of the lips compressed and expanded; ball of the chin drawn up, sharp line to the jaw; cheeks medium full, showing a nice balance of the assimilative and secretory sides; good color, medium to dark; color of skin should show proper circulation and eliminative functioning. The eye will be clear and bright. The chest will be high and the muscles throughout should be elastic in texture.

There are two types of will power: the offensive type, in which there is the element of aggressiveness; and the defensive type, which is, whether found in man or woman, considered as feminine. In the first type the evidence of physical power will be definitely found, whereas in the latter type the subject will be deficient in the evidence of physical strength, which will result in lack of aggressiveness. The quality will be from medium to fine. Where the mental quality of will is properly supported by strong lower face indicating physical strength, it will wear out in sustained combat the will that is not so supported.

Determination.

Determination is a quality that is evident in the carrying out of the dictates of the will. It results

in one carrying forward an undertaking to accomplishment even against opposition.

The structures indicate a fine *perceptive* development, *concentration, physical and mental energy, self-control, tenacity,* with balanced physical conditions, and these structures should be considered. The subject is more strongly of the *intense* type than the "sense" type, which will be evident in the elastic muscle structures, fully expanded brow, nose and mouth, strong body hair growth and medium to dark coloring. The quality will be good, the chest will tend to be high.

Self-Confidence.

Self-confidence is the quality which gives one the ability to meet at all times both conditions and people with a conviction of ability to cope successfully with whatever may arise. The qualities of *moral* and *physical courage, will power, mental alertness* and *determination* should be considered, and particularly should the brow and eye be carefully studied, as the definiteness of the brow compression, the clearness and depth of the eye, the nose and mouth compression and expansion will be the important structures. Good skin color and good heart action are necessary. An over-development

of this quality will result in *intolerance*, to which reference should be made.

Self-Dependence.

Self-dependence is the quality which makes one sufficient unto oneself, in so far as decisions and actions are concerned. There is some degree of *self-esteem* in this quality, with the structures indicating *will power*, *determination* and *self-confidence* definitely present. Self-dependence does not require so much outgoing of force, so there will be less of the full-blooded condition, less activity of the assimilative and secretory systems than found where self confidence is present. The muscles will tend to be harder than in self-confidence; as there will not be so much responsiveness, but there will be greater energy shown in the nose section of the face, with higher chest, indicating larger breath capacity. The type will be *intense* rather than the "*sense*" type. Coloring will be from medium to dark.

Initiative.

Initiative is the quality which gives one the urge to do a thing without being told, and to reach out for new ways of doing new things. The structures which indicate this are the full *reflective* forehead, broad but nicely rounded on the outer

corners; the "*sense*" type rather than the intense, with all indications of balanced physical conditions present, particularly the full-blooded condition, showing *responsiveness*. The brow will be only medium-compressed. There will be a vivid imagination. The structures for *imagination*, *emotional activity*, and *aggressiveness* should also be considered.

Patience.

Patience is a quality which results in one "carrying on" in spite of difficulties, without irritation or discontent. Patience is a defensive quality, and not of offensive nature, and the structures indicating the defensive type of *will power* should be considered. There will be no marks of irritability present, nor marks of active intensity, although the one who is patient has the coloring, muscles and bodily hair structure of the *intense* type. The nose will tend to be light in form and slightly contracted. The mouth will be mildly compressed, with a tendency to be slightly contracted upon the outer rim lines, indicating repression. The lower third of the face will tend to be light in structure. Sensitiveness should not be strongly present. The structures indicating *perseverance* should be considered.

Ambition.

Ambition is a desire to constantly progress towards an improved condition. Strong *imagination*, *enthusiasm* and balance of physical make-up, with *aggressiveness* and *energy*, make up this quality. Study these structures.

Caution.

Caution is the quality which results in one considering deliberately whether to do or not to do a certain thing. It regulates both mental decision and bodily action. Caution is found in natural structures as the result of breadth of upper back head structure, breadth of head through from ear to ear; high *reflective* forehead, with perceptives only developed to a medium degree; broad nose structure; reasonably long upper lip; full mouth, mildly compressed, with structures indicative of the "sense" type; full, broad chin; and muscles with tendency towards flabbiness rather than elasticity. The developed quality is found in full development of the *reflective* and *perceptive* brow, bright, clear eye, deep-seated, and the structures indicating *attention*, *analysis*, *definiteness* and *concentration* should be examined. This head structure will be medium in width, and of the *intense* type rather than the "sense" type, with a fair

development of the assimilative and secretory systems.

Tact.

Tact is a quality which results in fineness of perception in dealing with others, which gives an ability to handle without friction all situations so far as people are concerned. It gives the ability to say unpleasant things in a pleasant manner. Tact will be found where there is *mental alertness* and *intensity* which is well in control, without any indications of irritability. The subject must be well balanced from the standpoint of physical equipment, having moderately active heart, assimilative and secretory systems, with good eliminative functioning as indicated by clear color, which should be medium-dark. The quality should be medium to fine, with a good degree of balanced *sensitiveness*.

Sincerity.

Sincerity is a quality which results in one not only meaning what is said, but incorporates the actual doing of the thing as said. The structures indicating this quality will be *conscientiousness*, high *reflective forehead*, giving *high ideals*, strong development of compression on the outer corner of

the brow, indicating *justice of thought*, with good compression of the brows throughout. The eye should be full, deep and clear. All the indications of fineness of quality are present, including good ear and nose structures, good compression of the mouth, all the lines in the face sharp and well cut. Medium to fine quality is usually present.

Generosity.

Generosity is a quality which will result in one being willing to give even to the extent of personal sacrifice, both of time and material things. Generosity is indicated in well balanced lower back head structures; full, broad, upper back head; full top head; and full and broad reflective forehead; nicely and evenly developed perceptive region; large nose with expanded nostril, broad as it joins the face; reasonably full cheeks; reasonably full mouth structure, with fairly long well formed upper lip; and full chin with ball of the chin drawn up; full blooded condition, with evidence of reasonably active assimilative and secretory functions.

Loyalty.

Loyalty is the quality which results in one actively supporting a friend and refusing to acknowledge to others that the friend may be in the wrong.

It is based upon absolute faith in the friend. Loyalty will result in one keeping sacred a confidence, whether sought for or offered voluntarily, or whether given by a friend or mere acquaintance. Loyalty will have most of the indications of *sincerity* in extreme degree, but under more strenuous *control*, in that sincerity is more of an outgoing force, whereas loyalty is more of an inward quality. There will be less of *responsiveness* in the structures indicating loyalty than in sincerity, with a consequently less desire to tell everything to everybody. Quality will be medium to fine. Coloring will be medium to dark.

Dependability.

Dependability is the quality which results in others being able to know at all times exactly where or how one may stand on a particular issue. It results in others being able to rely upon one who is possessed of this quality. The structures indicating *sincerity*, *loyalty*, *persistence* and *tenacity*, with good *perceptive development*, should be considered.

Fidelity.

Fidelity is more particularly the quality which results in one being constant and true to one object

of the affections. The structures indicating *self-control*, *control* of *desires*, *sincerity*, and *loyalty* should be considered in conjunction with *moral courage* and *will power*. Consideration of these structures will give all the structures of fidelity, but particularly must the emotional side be put into the background and a balanced condition of body must obtain. Intemperance in any of the desires, including eating, drinking, love of play upon the senses, as indicated by excess activity of the assimilative, secretory and lymphatic circulatory systems, must not obtain. Quality will be medium to fine.

Moral Courage.

Moral courage is the quality that results in one at all times striving to consistently carry forward and accomplish the best that there is in one from the standpoint of ideals. This quality will be indicated in balance in all the structures throughout, a nice balance of the mental and physical sides, and strong vitality as aside from physical strength. This nature is the *intense* rather than the "sense" type. The structures indicating *justice of thought*, *reflective* and *perceptive ability* and *persistence* should be considered.

Moral courage is defensive as well as offensive in

character. The offensive type has balanced physical indications. The defensive type, frail or depleted bodily conditions. In the offensive type the subject will be practically fearless in accomplishing a purpose, and aggressive tendencies will be present. *Legitimate aggressiveness* should be considered. There will be medium to fine quality, with good degree of sensitiveness in both types.

As stated, moral courage unsupported by physical courage is likely to be defensive in character rather than offensive, and will result in the subject standing firm in a decision with the element of patience, rather than showing any aggressiveness in trying to force upon others a position which he has taken. The particular structures which indicate the quality will be high crown to the head, showing a particularly well balanced head indicated by complete half circle, good development of perceptives, particularly upon the outer corner of the brow, which outer corner and temple will be full in its structure. The eye will be deep-seated and almond-shaped, with the brow drawn close to the eye. There will be good development between the brows; good nose, but of the æsthetic type rather than the vigorous, expanded nose. The cartilages will be thin and finely cut, the nose prominent, but narrow as it joins the face. The cheeks may be

shallow, although not sunken, and the skin coloring will not be bright. The lips will be of medium to thin structure; the chin will be narrow, tending to be pointed; and the ball of the chin not greatly drawn up. The mouth will tend to be contracted rather than expanded, unless the quality is very fine, when the mouth might be expanded. The neck is likely to be slender and finely cut, small rather than of medium size. Where the indications of mental development which are here shown are in combination with the indications of physical courage, we shall find both physical and moral courage present. For moral courage alone the question of quality must be carefully estimated as fine quality must be a part of moral courage.

CHAPTER VI

MENTAL AND BODILY ACTION QUALITIES

Decisiveness of Action.

Decisiveness of action means the ability actually to do a thing as soon as a mental decision has been reached in relation to the action. Action is directed by perceptive development of broad or narrow structure—either heavy bone prominence throughout the full width of the brow or muscular in its development; good clear eye with a good development of the surrounding formations. The muscular development of the brow will be in conjunction with broad, expanded nose throughout; long upper lip drawn down, well compressed lips, the lower one drawn up; the ball of the chin drawn upward; sharp cut jaw line; with good balance of body structures, which includes the bone, muscle and hair growth. The muscle structure should be elastic. Where the bony type of brow is found, but lacking in muscular development, it will indicate decisiveness of action in actually doing things

with the hands and body as aside from following out a mental dictate.

Physical Energy.

Physical energy is a quality which indicates alert and keen bodily activity in its responses to the dictates of the mind. It will indicate quick, well directed, alert movement. This quality will be found with the type which is either a combination of the "*sense*" and intense, or with the *intense type*. The structures indicating this quality will be compressed and expanded brow, bright, clear, alert eye, large nose, expanded its full length, broad nostrils, long upper lip, strongly compressed mouth, vigorously developed ball of the chin, definite jaw line, muscles elastic, medium to dark coloring, and good eliminative system as indicated by clear skin and clear eye. Light coloring will usually accompany great but undirected energy.

Endurance.

Endurance is the ability, both mental and physical, to remain at a set piece of work for a long continued period. Endurance will predicate a well developed mind and body. The particular structures indicating this are, strong bone structure, elastic muscle structure, vigorous hair growth,

SENECA.

A face of great mental and physical force. The brow, eye and nose indicate a man of alert decision. The lower face shows crudeness, intolerance and violence in the application of force.

(In other and apparently more correct pictures of this subject, the lower face gives evidence of vigorous but controlled and directed physical forces and this accords better with his life record.)

vigorous breathing indicated by nose expansion and high chest, and perfectly good circulation indicated by even coloring. Look up *intense* type and *will power*.

Physical Courage.

Physical courage is the ability to endure under physical stress, whether in exercise, work, or pain. It gives one the confidence to succeed in physical combat with others. As everything physical must be directed by mind, the mind must be well trained, as evidenced by brow and mouth structures. The particular structures which evidence physical courage will be good, vigorous heart action with good circulation as indicated by an even, clear coloring, including the lobes of the ears, nostrils and ball of the chin, as well as lips and cheeks. There should be good muscle structures, elastic to hard in texture, medium to vigorous hair growth. The nape line of a well formed muscular neck should be reasonably low, with good back head structure; the back head and width from ear to ear should be from medium to broad, particularly full above and behind the ears. The brow should be compressed to a medium degree at least, to give direction to the physical forces. The eye should be full, with good powers of observation and an

alertness of movement. The nose should be vigorous in form, either large throughout, with strong bone structure, or with sunken root, with expanded nostrils. The upper lip should be long and firm; the mouth and cheeks will indicate the *intense* type or a combination with the "*sense.*" The lips will sometimes be greatly compressed, but always muscular in their hardness. The chin should be broad in structure, with ball drawn up, well rounded jaw-bone, the chest high. This is describing the type of courage that results in absolute fearlessness, as confidence in a well formed, evenly balanced body gives physical courage. In this type sensitiveness will be absent. The quality will be medium to coarse. The structures of *sensitiveness* should be considered in relation to this quality. Where strong indications of sensitiveness are also found that will be the type of physical courage which withstands in spite of having an inward shrinking. It is this type of courage which results in doing what appears to be superhuman at a critical moment. The quality will be medium to fine.

Self-Assertiveness.

Self-assertiveness is a quality which results in the willingness to bring oneself to the notice of

FOUR PROFILES.

Upper left is contracted throughout, the result of undeveloped body strength as shown by the back head and lower face. Upper right is rather crude in structure, and indicates self-center in the brow, with a relaxed lower face showing love of ease. Lower left is a fine face; well developed brow, eye, nose, mouth and chin indicate compression and expansion. Lower right is a face relaxed throughout, and indicates sensuality.

others, and it may be in either a legitimate or illegitimate degree. In the latter case it becomes obnoxious, and the willingness becomes a desire to do so. Self-assertiveness is the outgrowth of *self-confidence* and *self-dependence*, and includes *aggressiveness* and a reasonable degree of *self-esteem*, with good powers of expression. Study these structures.

Self-Control.

Self-control is the ability, under all conditions, to refuse to allow oneself to do what his desire may dictate, except under the direction of the will. Self-control requires the direction of the mind, and the mind must be definite in its direction, and definite in its judgments, with good energy. The structures of the face indicating self-control will be good upper forehead to give reflection and direction; well developed perceptive lower forehead giving action; a medium to deep-seated, full, clear eye, showing intensity instead of emotionalism; well developed nose with nostril expanded but not dilated; firm upper lip, well compressed, with the lower lip drawn up and the mouth firm in appearance; vigorous chin of good width, ball drawn up, with good, well rounded jaw bone. These are the indications of one who is exercising control over real

forces. There is, of course, the type that has but few forces to exercise control over—usually the ones of depleted bodily conditions, when control is more a direction of the mental attitude rather than the holding in leash of bodily forces.

Self-Esteem.

Self-esteem is the quality that gives one a right appreciation of both mental and bodily powers. Without self-assertiveness it is an admirable quality. When in conjunction with an over-degree of self-assertiveness it degenerates into egotism.

The structures for *self-assertiveness* and *egotism* should be considered in judging this quality. The chief structures indicating self-esteem will be, the nape line of the neck high, with a quick outjutting of the head immediately above the nape line; high, broad upper back head, and good upper forehead; good degree of action shown in the brow; fine cartilages of the ear and nose, well cut nostril, fine in its texture; well developed eye, medium-prominent to deep-seated, full and clear, with deep transparency; nicely controlled mouth with even compression; good ball to the chin, the face being long in structure and tending to be pear-shaped; the lower third of the face lighter than the upper third. Sensitiveness will usually be present where self-

esteem is found, and the structures for *sensitiveness* should be considered. Where self-esteem is found in the extreme the ear will be over-far back on the head, with little lower back head, with almost a straight line to the back head, and the head will slant directly from the back to the front, resulting in an apex at the back of the head. This head precludes love of human nature, as the physical brain is deficient, which causes a cramped mental attitude in relationships with people, and results more in the egotist than the one of self-esteem. The body throughout in the last mentioned condition will indicate a state of depletion.

Dignity.

Dignity is the quality which gives one a bearing, both mental and physical, which inspires others with respect and results in one always being able to be self-possessed and apparently confident. The qualities for *self-control* should be considered. The quality of dignity is evident in the manner in which one carries the head, face and body, and results from a deliberate mental attitude extending to deliberate control of all body action. Dignity implies deliberation and premeditated expression. The muscles will tend to be hard rather than elastic. The quality will be from medium to fine.

Poise.

Poise is a quality which savors of dignity, but without the apparent pose which dignity implies. It incorporates ease of mind and body in their action under all conditions, whether normal or otherwise. Dignity is likely to be found with the muscles tending in the direction of hard, whereas the texture of elasticity will be present where poise is found. It requires a well-trained *reflective* and *perceptive* mind, *self-confidence*, *responsiveness*, normal *sensitiveness*, *moral* and *physical courage*, *resourcefulness* and *initiative;* and the structures for these qualities should be considered. The quality will be from medium to fine.

Persistence.

Persistence is a quality that gives one the ability to work continuously for the accomplishment of a purpose, whether the work is done consecutively or at intervals. Persistence will be evident where *endurance* is present, and this structure should be considered, but requires the active elements of *mental* and *physical energy*, with *moral* and *physical courage*, and these structures should also be considered. The particular structures showing persistence will be elastic or hard muscles, good heart

action evidenced in the coloring, strong bone structure, vigorous hair growth, with the *intense type* rather than the sense type.

Optimism.

Optimism results in one seeing everything with a rosy hue, and reflects in bodily action by being always happy in nature. Optimism is not usually a quality of judgment. It will be found in the full, wide lower back head; broad upper back head; full upper forehead; brow only medium-compressed; eye of emotional character; ears and nose large; cheeks full; mouth full, soft, velvety and moist in structure; chin fleshy rather than muscular; all the indications of very good circulation and active assimilative and secretory systems present. The circulation of the blood will be more than ordinarily active, as indicated by generally high coloring. This type of optimism is erratic and visionary and is not supported by directed action, often accompanied by high chest, giving large lung capacity. Where the subject is high-chested, large expanded nose, evenly compressed brow and mouth, with all indications of a balanced type mentally and bodily, the optimism will be governed by common sense and it will have energy behind it to support it.

Tenacity.

Tenacity is a quality that results in one not only being persistent, but also hanging on to a purpose even when the indications point to the fact that there is no possibility of accomplishing the thing that is striven for. Tenacity is found particularly in heavy bone structures throughout, evidenced in bony brow structure rather than muscular.

The muscle structures throughout will be hard rather than elastic. This will be the *intense* type instead of the "sense" type, and all the evidences of *self-control* will be present. The structures for the *perceptive mind*, *intense* type, *self-control* and *obstinacy* should be considered. The chief difference between obstinacy and tenacity is that tenacity is intelligently, with active force, sticking to a thing, whereas obstinacy is a passive holding on with brute force. Tenacity is more evident in hard muscle structure; obstinacy in very heavy bone structures.

Speculating or Gambling Spirit.

The tendency to speculate or gamble is a desire, as the result of exuberance of spirit, to want to jump into anything and everything without consideration or caring as to the result—a desire to take a chance for the pure love of the excitement

which results from taking it. The structures indicating this quality are those for *optimism* and *emotional activity*, and they should be considered. This type is particularly full-blooded, with more than ordinarily high chest and vigorous and large features throughout; the nose structure will show large lung capacity. The coloring is from medium to light.

Good Nature.

Good nature is a quality strictly of contact with others which results in one meeting all conditions without irritability, whether those with whom he comes in contact are happy or otherwise. In other words, such a one allows nothing to cause a ripple of dissatisfaction on the surface of happiness.

The structures indicating *optimism* and balanced *health* will give this quality, and these structures should be considered. This quality is regulated more by the vital organs, and disease of the limbs, etc., does not usually react directly upon the attitude of the mind, whereas affection of any of the vital parts will do so.

Power of Expression.

Power of expression means the ability to make others understand what is within, either by word of

mouth or by bodily action. Power of expression in words is of two types: the emotional, eloquent speaker, who paints beautiful word pictures, but who often leaves but little with the hearer; and the intense speaker, who talks upon facts, and convinces one by the logic of his argument, and his sincere belief in the material which he gives out. The first will have the characteristics of the *emotional* type, with high, reflective forehead; brow medium-compressed; full, emotional eye; expanded brow; large nose and expanded nostrils; lips naturally of the full, velvety, moist type, but compressed and flexible; full cheeks; full, broad, muscular and fleshy chin, with high blood coloring. The nature must, in addition to the *emotional activity*, have somewhat of *intense* qualities to give the desire for active expression. The intense speaker will have high crown to the head, but a forehead that tends to slant backward; the brow strongly developed, heavily compressed, broad, with full development upon the outer corners, drawn close to a deep-seated, full eye of medium to dark coloring; good, vigorous nose, expanded nostrils; long upper lip, mouth indicating that much of the red has been drawn within, although large and broad in its structures, and the lower lip well drawn up; ball of the chin vigorous and muscular in its structure;

the muscle structures elastic to hard, but there will be particularly evident a well balanced circulation. The quality of this type must be medium to fine.

Bodily expression will be found with good bone frame, elastic texture of muscle, with well balanced circulation; and the structures for *mental* and *physical energy* should be considered.

Perseverance.

Perseverance is a quality that results in one continuing in an effort to accomplish a purpose, whether the thing to be accomplished seems possible or impossible. It is an effort to do the best that can be done, irrespective of results. Perseverance will be evident in the structures of *persistence* and *tenacity*, but there is an element of *patience* which enters in, and the structures for patience should also be considered.

Personal Magnetism.

Personal magnetism is a quality that results in one attracting others and making oneself liked without effort to do so, and often without expression by either word or action. It is a quality that results from a fine development of all the mental and bodily forces and fine balance of these forces, held in control. The structures for *reflective* and

perceptive mind, *responsiveness*, *good nature*, *self-control*, *power of expression* and *poise* should be considered.

The quality is fully discussed under chapter "Personal Magnetism" in *Character Reading Through Analysis of the Features*, by the author, to which chapter reference is made for a full understanding of the quality and the indications of it.

Recuperative Power.

Recuperative power gives one the ability, although either mentally or bodily tired, to quickly renew the forces. The structures showing this power are, fullness at the back of the head; large nose structure, broadly expanded nostrils; high chest, with large lung capacity; vigorous heart action evidenced by well distributed clear coloring; brightness and clearness of eye; full cheeks; full, moist lip structure; broad chin, both fleshy and muscular; good activity of the assimilative and secretory systems, with a reasonable degree of *vitality*. See close of chapter on General Health.

Sociability.

Sociability indicates the ability to make many friends and to want many friends; a tendency to be

rather indiscriminate in the selection of friends and those to whom confidences may be given.

The structures indicating *optimism*, *speculating or gambling spirit*, *good nature*, *responsiveness* and *power of expression*, with *emotional activity*, are the ones that should be considered.

Combativeness.

Combativeness is a quality which makes one ready to actually fight for one's rights, and requires both physical and moral courage. The quality of *physical courage* must be present, and in particular must the bone structures of both face and body dominate the other structures. The top of the head will tend to be flat, with low, square forehead. The back of the head will be more than one-third, with decided fullness just back of and above the ears, which often crudely stand out straight from the head. The ears will be neither large nor small, and poorly formed; the nose is usually crude in structure; the muscles of the mouth and lips have the appearance of being very hard and both lips lean forward; the rim line of the upper lip is often turned up and the lower lip, although hard in tissue, appears to hang loosely forward, or firmly gripped but protruding. The chin and jaw will be heavy and appear to be drawn

forward. Sometimes a dimple will be found in the chin where a large amount of emotion is present. The muscle structure will tend to be hard rather than elastic throughout the body. There need not necessarily be strong hair growth, indicated by heavy eyebrows drawn in the center, but there often is. The quality will be medium to coarse.

Legitimate Aggressiveness.

Aggressiveness is a quality which results in one being always ready to support a position taken, either by word or action, and support the position in this way with positiveness. This quality can be detrimental if in excessive degree, but is advantageous when in legitimate degree. The legitimate degree will be found in one of good physical strength indicated by well proportioned back head, good breadth to the upper back head, medium to wide from side to side; medium-full upper forehead; good development of perceptives throughout their whole width; good sized nose in proportion to face, with expanded nostril; either deep-seated or prominent eye, with good development of surrounding structure; medium to long upper lip, lips well compressed, lower lip drawn up; good broad chin, prominent, not at all receding, with ball of chin well drawn up, medium width of jaw-bone at angle;

full-blooded condition, skin showing good color; cheeks not sunken. Where excessive aggressiveness is found, all these indications will be in extreme degree and there will of necessity be irritability present. Note indications of *irritability*. The quality of the subject will be medium, as fineness will result in too much sensitiveness.

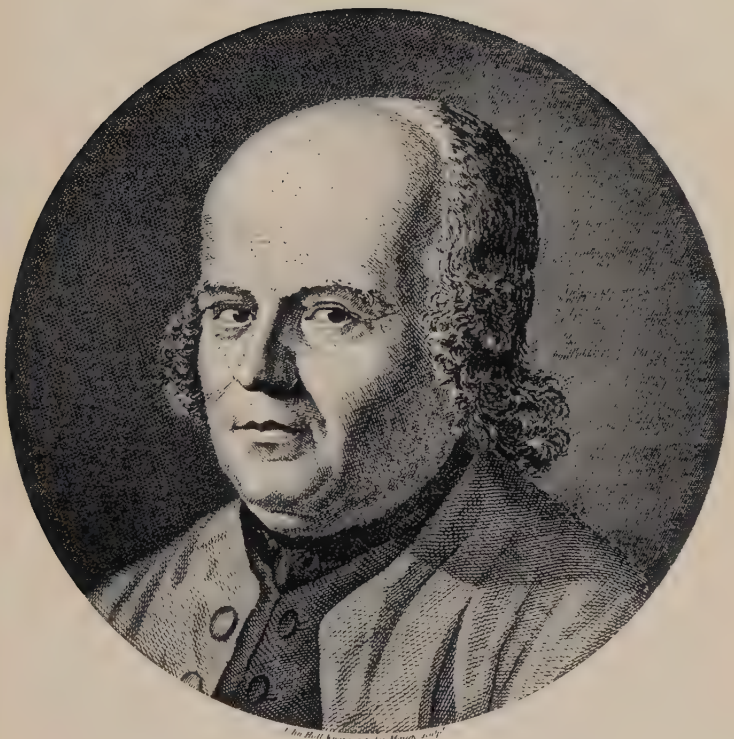
Intense Type.

Intensity is a deep, underlying controlled force, and is the result of building up a reserve power through the exercise of control in the use of the forces. It gives vigor and vitality to everything that is said and done by the one possessing it. Emotionalism may be so controlled as to finally develop into intensity, provided there are enough of the elements of intensity present to bring this about. The structures for intensity are vigorous muscular neck; medium to low nape line not in any sense indicating physical excess; medium width of back and side head structures; high crown to the head; medium-full upper third of the forehead; prominent and strongly developed perceptives with brow definitely and sharply compressed throughout its whole width; eye deep-seated, almond-shaped, gray, hazel or dark in color; vigorous nose structures with expanded nostrils; long upper lip

strongly compressed and straight, lower lip drawn up, the lip structures being reduced by this compression and expansion, and of good bright color, the corners of the mouth drawn backward with circles around the corners from the wing of the nostrils downward, the lip structures medium-thick, muscular, with the middle of the mouth further forward than the corners, the ball of the chin showing strong muscular development, and the jaw lines sharply cut; skin medium to dark in coloring; all muscles of the face showing tenseness; the movement of the eye and nostril and expression of the mouth evidencing alertness. The quality must be from good to fine; a balanced quality is desirable.

"Sense" Type.

The sense type is that which has a keen sense appreciation, and therefore enjoyment in a play upon the senses. This would include the love of art, music, outdoor life, good things to eat and drink, with active sympathies. All the indications of *emotional activity* will be present, but the finer the sensibilities the keener and finer will be the appreciations and the less there will be of animal emotionalism. The fineness of feeling will of course be evident in the indications of quality that may be present.



A good illustration of the "sense" type, with mind and body force well developed and controlled. A natural organizer of business with good financial sense.

There may be a combination of the intense with the "sense" type, which will be chiefly evident where the conditions for intensity are in combination with good active secretory systems, which belong to the "sense" type. The mouth will particularly indicate this as it will have the full, soft, velvety, moist condition of the "sense" type, although the structure will indicate the intense type. The color of the lips in this case will be particularly bright.

Love of Praise.

Love of praise is a quality that requires that one shall be constantly commended by others to enable one to accomplish the best that is in him. It indicates a lack of self-dependence. The outstanding structures will be a particularly full lower and upper back head, broad at the top of the upper back head, medium width of head from ear to ear, full crown, full and wide upper forehead, and well developed perceptives, but brow not definitely drawn down; full eye medium to prominent; expanded nostril; nose either convex or concave in form; short upper lip, rim line of lips not greatly compressed, although usually considerably expanded. There will usually be the development of sense excitability beneath the eye, and the lip and muscle

structures will tend in the direction of the "sense" type rather than the intense, with full cheeks and bright coloring, indicating more than usually active heart. The lymphatic and assimilative systems will be more than usually active. This type is medium to light in coloring, and will work better where appreciated, but can work even under destructive criticism. Where these indications are present but the subject is dark in coloring, destructive criticism will not be tolerated as resentments will at once arise. Where very dark, with strong bile conditions, no criticism can be made without irritability and temper being shown. The indications of *responsiveness* and *emotional activity* should be considered.

The shape of the forehead, nose, mouth and chin are typical of women of the 17th Century, and make an interesting comparison with the majority of the women of today.

CHAPTER VII

PASSIVE NEGATIVES

Sullenness.

Sullenness is a quality which results in the subject becoming angry, but refusing all expression of anger and refusing even to converse with those with whom he is angry or irritated. Sullenness is a result of lack of responsiveness, spontaneity and self-confidence. It may arise with two different structures. One is the result of slow responses and heaviness of head and body structures, indicated by the full, short neck with straight back head, the head broad from ear to ear, low in the crown, with brow compressed to only a medium degree, heavy in bone structure but not in muscle development; eye medium-deep-seated with not much surrounding development except of irritability, with no deep transparency, but dull in appearance. With this structure the eye will usually be blue or gray in color, rather small in size; the nose heavy in muscle and cartilaginous structure, the nostril thick and

not well formed; the mouth full and loose in structure; the "sense" side stronger than the intense, as indicated by the secretory and assimilative side being active, and the skin sallow in color, although naturally of light color; the chin and jaw heavy in structure. The other structures that will result in sullenness will be similar to those of *ill temper* of the *intense* type, and the main difference to be considered will be in the nature of the coloring of the eye. It will be a dead brown and will have no clearness nor brightness. The skin will be yellow or anemic in character, and the cheeks likely to be sunken, with nostrils contracted instead of expanded.

Moodiness.

Moodiness is a tendency to have periods of depression, whereas otherwise reasonably optimistic. One that is moody lacks indefiniteness and decisiveness which makes one erratic in the expenditure of energy.

There is a tendency to overdo one moment with abnormal elation using excessive nerve activity, which will be followed by a corresponding depression as a result of the over-strain upon the nerve energies.

This quality may be found in either the emotional or intense type.

The shape of the forehead, nose, mouth and chin are typical of women of the 17th Century, and make an interesting comparison with the majority of the women of today.

In the emotional type the indications of *emotional activity* will be present, but the head will be rather narrow in structure and sunken at the temples; the eye will be medium bright, but not decidedly so. The brow, nose, and mouth will tend toward being slightly contracted. The cheeks will tend toward being sunken and the skin is likely to be yellow, while the muscle structures will have a tendency to be flabby rather than elastic.

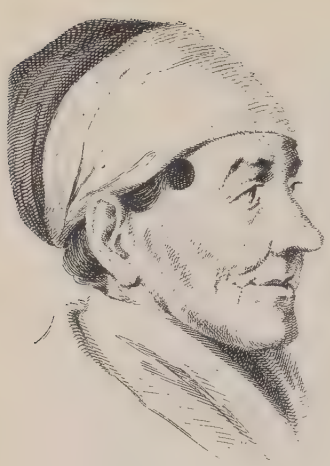
In the *intense type* moodiness is often the result of too much heavy food which causes biliousness and which will increase the amount of bile salts in the system, which retards the action of the heart and circulation. This condition is shown by the white of the eye and the skin becoming temporarily yellow. The moodiness is regulated by the activity or lack of activity of the secretory system.

All very dark people are subject to fits of depression and moodiness, which may grow into sullenness.

Discontent.

Discontent is the result of willingness to sit idly by while others accomplish by effort what the subject desires, with a tendency to brood over one's ills or imagined ills. Discontent cannot exist

where there is not ambition or the possibility of accomplishing the things longed for. Discontent is more a subconscious than a conscious thing. Discontent will be found where there is full back head, showing plenty of physical force, large upper forehead section indicating broad imagination; brow medium-compressed without large development of muscle structure in the center; eye emotional in character; nose heavy in structure; lips more than ordinarily full and of the soft, velvety type, with the mouth broad and the corners as far forward as the middle as the result of full cheeks, being the "sense" type of mouth; the lips not much compressed, showing lack of physical action, with the rim line of the upper lip slightly curled upward, or the outer rim of the lips slightly contracted with repression; the nostrils as they join the face sinking downward and contracted by the drooping of the corners of the mouth. If the last mentioned indications are found with all the other structures, indicating determination and action, it may be predicated that the discontent is not an inborn tendency as result of lack of energy, but a temporary development as result of some happening which has caused bitterness. Discontent if continued can be the basis for the development of ill-temper.



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1. This developed brow with the emotional eye will give hypercriticism and fault-finding.

2. Small lower face structure, thin nose and sunken cheeks all indicate depleted body conditions, with probably egotism, secretiveness and suspicion.

3. Naturally coarse structures with sensuality developed in the eye, nose, mouth and chin.

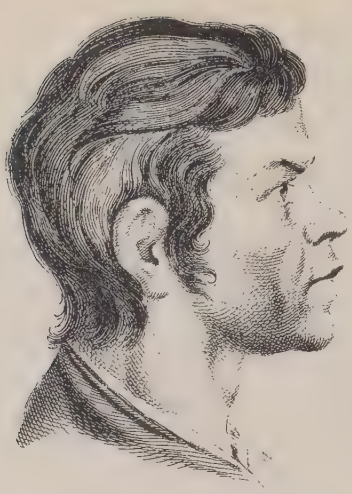
Credulity.

Credulity results in one being ready to believe in others and to accept information which they may offer without exercising an inquiring mind; in other words, accepting everything without question rather than to exercise thought for himself. This quality will be found in the strongly "*sense*" type, and the indications of the "sense" type should be taken into consideration in judging the presence of this quality. The upper forehead will often extend forward beyond the lower third of the forehead, and the eyebrows will be relaxed and thrown backward without any compression. There will be no development of structures surrounding the eyeball which will be emotional in character. The root of the nose will be sunken, although the nostrils will be expanded. The mouth will be loose in structure without much compression; the lips full and moist in character; the cheeks full and the chin rounded and fleshy. Coloring will be good; the whole type will show love of ease, both mentally and physically. The natural quality is likely to be medium to coarse.

Secretiveness.

Secretiveness is a quality which results in one keeping everything to one's self, whether the thing

concealed is of importance or not, purely through a love of keeping things to one's self, with a tendency to draw within one's self. It is a quality of narrowness. It is found in two different structures: one with light lower back head structure, narrow head through from ear to ear; cramped upper forehead; reasonably well developed perceptives, but narrow in structure, with sunken temples; nose small and thin as it joins the face, with a thin nostril which often pulsates; ears small; mouth structures thin and contracted, as will also be the brow and the nose. The lips will often pucker toward the center like a purse with the string drawn tight. The chin will be thin; the subject will show depleted blood conditions tending toward anæmia; the muscle structures will be flabby; the lower third of the face will be very light in structure. Secretiveness is often accompanied by *egotism.* Natural quality will be from medium to fine. In the second case this characteristic is found with the nose of rudimentary structure, when secretiveness will be instinctive and animal and all the structures will be crude; the forehead will be very low, practically no upper forehead, brows not developed; the eye wide open, eyes very wide apart; nose of a rudimentary character, represented practically by two round holes instead of a structure; the mouth unformed



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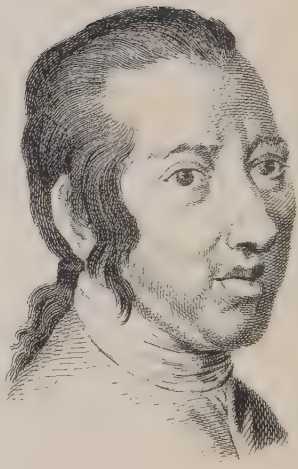

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4. Inherent crudeness and coarseness, and yet a finer face than No. 3.

5. Cramped forehead, slanting backward with lifted brow, prominent emotional eye and loose lower face structures, show the emotional erratic theorist.

6. A face of fine quality, but so diplomatic and tactful as to lack decision. A lover of good literature and fine art.

and practically no chin. Secretiveness is of course a quality of narrowness and ignorance.

Suspicion.

Suspicion results in one being uniformly critical and doubtful of everyone with whom one comes in contact,—in other words, suspecting everyone of ulterior motives, with a tendency to tell less than the whole. The structures indicating this quality will be the same as those under the heading, "Secretiveness," except that the nose will be more vigorous in its width and size, although still with a contracted nostril, with the point strongly drawn over, the septum of the nose not being visible below the flanges of the nostrils. Suspicion is a more active quality than secretiveness, as it deals with others rather than retaining things within one. The head and face structures in suspicion will all be narrow. The eyes will be small and will tend to be close together, bright, and furtively alert where suspicion is found, which is not true where secretiveness is present.

Selfishness.

Selfishness is a desire to consider only self, either in relation to time or material things. Selfishness will be found with two different structures, one the result of a depleted body condition, the other the

result of an over-development of body forces and strongly developed assimilative and secretory systems, where energy is lacking to create the desire to do for others, and mental and physical indolence is present. The structures indicating the depleted bodily condition will be, scant back head structures, both upper and lower, with thin neck, the upper back head forming an apex, head narrow through from ear to ear with little development surrounding the ear; the upper forehead will be cramped in structure, with sunken temple; narrow brow drawn toward the center, and the brow, nose and mouth contracted; the eye rather dull in its transparency, and small; the cheeks hollow or sunken, muscles flabby, skin pale or sallow in coloring; chin small; jaw weak. Often the tendency for mouth breathing will be evident. Natural quality from medium to fine.

The second type would be indicated by the very full lower back head, broad upper back head, head very broad through from ear to ear, particularly immediately over the ears, and a full development immediately back of the ear; not full upper third of the forehead; brows not greatly compressed; the eye tending to be emotional but forced back into the head, indicating that the emotions have been crowded out to a great extent, with sunken root

The brow lacks development on the outer corner. The strong emotions shown in the eye, nose and mouth will indicate irritability, ill-temper and resentment. This is a strongly combative nature of coarse quality.

A good illustration of hard muscle structures. No sensitiveness or fineness here, but crudeness throughout. The miserly self-seeker. It would appear that the drawing is at fault in the position of the ear.

to the nose, expanded nostril; lips which were naturally of the "sense" type, compressed and hardened; the upper lip short, hanging forward with an upward curl at the rim; chin muscles drawn up and hardened, with particularly broad chin and heavy jaw. Natural quality from below medium to coarse.

Reticence.

Reticence is a quality which usually arises from a sense of superiority which makes one hold oneself aloof, or from diffidence. It is a quality which reacts against the social side, and is therefore evident in the lower third of the face. Where the upper third of the face indicates in all particulars a nice development with a fine eye and broad mental attitude, but the nostril has a slight tendency toward contraction, and the mouth, although not definitely contracted, has a strong tendency in this direction and the corners of the mouth are not forced downward, this tendency toward aloofness will be found. Reticence, as compared with secretiveness, is found in the well developed mind and body as compared with the depleted conditions of secretiveness.

Timidity.

Timidity is where one has a desire to shrink from mental or bodily contest with others, and to

even avoid contradiction; an inability to assert oneself.

Timidity is usually the result of super-sensitiveness and more mental development than bodily strength, and does not in any sense predicate lack of moral courage. This quality will be found in the highly-strung nervous organism, indicated by fine muscle structures throughout; delicate cartilage of ears and nose; lack of lower back head structure, although full upper back head structure with the nape line of the neck high; narrow head structure from ear to ear; high reflective forehead; brow not strongly developed nor heavily compressed; with eye medium-deep-seated but with no brilliancy of physical or mental alertness; nose thin, sensitive and æsthetic in type; lips unusually sensitive and finely cut, although not thin in structure; chin and jaw finely balanced but light in structure as compared with the head above. This may be present with either good coloring or tendency toward depleted blood conditions, but where the coloring is good there will be larger fineness of natural quality and therefore more sensitiveness.

Self-Centration.

Self-centration is a quality which makes one think of self and self alone, and is really much like

DUKE D'URBINO.

The whole structure and lack of development of this face gives the idea of the feminine character in the masculine.

selfishness except that it is more of a mental attitude than an active thing. All the indications of *selfishness* of the narrow head type will be present, but the particular structures which evidence this quality are the way in which the eyebrows are drawn down so greatly in the center, the brow often being of a bone structure and not of a muscular type; the nose will be strongly contracted; the mouth also drawn toward the center. The cheeks will be hollow or sunken, and this subject will be particularly lacking in tact. He will tend to devote himself almost exclusively to the doing of things in the concrete that he may have them immediately before him. He is decidedly narrow in his social relationships. The contracted brow indicates self-centration of mental attitude, contracted nose a holding back in expenditure of energy, and contracted mouth conservatism in social relations. His muscle structures will tend to be hard and his natural quality will usually be from medium to coarse.

Indecisiveness.

Indecisiveness means the inability to make any decision, either mental or in regard to action, on either small matters or large. The structures of those who are decisive in minor matters but not

in major matters are described under the head of *Decision in Minor Matters.* Indecisiveness is the result of lack of mental development, and will be found either with the structures of the strongly *emotional type*, which structures should be taken into consideration, or, with the one of crude structures and limited mental scope, indicated by low crown to the head, narrow through from ear to ear, or very wide immediately above the ear; low forehead; bony structure of brow; eye open, with no developed formation of structures surrounding it; nose crude, usually sunken at the root; mouth full and unformed. The muscle structure will tend to be flabby; depleted body conditions, including anæmic blood; poor assimilative and secretory activity. Poor circulation and heart action will result in lack of mental and physical courage and therefore indecisiveness.

Self-Consciousness and Diffidence.

Self-consciousness and diffidence are qualities that result in one being ill at ease in the presence of superiors or strangers. Self-consciousness is particularly evident where action is required of the one possessing the quality while in the presence of others. Self-consciousness is usually associated with a desire to appear well, whereas diffidence is

usually evidenced by a "don't-care" feeling in relation to what others may feel in respect to the possessor of the quality. Self-consciousness is found with the depleted bodily condition, and sometimes remains a habit after the cause has been righted.

The particular structures will be, high nape line to the neck, with but little back head, narrow head through from ear to ear; cramped forehead; sunken temple; sunken rather than deep-seated eye, with upper lid drooping over the eyeball because of lack of muscle strength, and the lower lid dropping away from the eyeball from the same cause; contracted brow, nose and mouth of light structures, both as regards bone as well as muscles and flesh. The coloring will indicate a tendency toward anæmia, and the skin will have either a pale or yellowish tinge.

Diffidence will be found more where there are fine healthy conditions, but great *sensitiveness* in combination with a vivid *imagination* and *emotional activity*, which structures should be considered. Where this quality is present under these conditions it is nearly always the result of hard, unsympathetic treatment during the formative period, which may or may not have been continued later in life but which has caused a repression which has not been relaxed. The evidence of repression will be found in the mouth.

CHAPTER VIII

ACTIVE NEGATIVES

Irritability.

Irritability is a quality that results in one having the desire to act or speak in a disagreeable way toward the one causing the feeling. Irritability is a feeling that is caused by the happening of unexpected, unpleasant things when the body and mind are nervously tense.

Irritability may result from many causes, such as overtax of the mind or parts of the body, imperfect hearing or sight, poor functioning of such vital organs as the heart, stomach or bowels, any of which may cause nerve strain. If there is too much bile in the blood it results in intensity of action, and therefore tendency toward irritability and resentments.

There are two kinds of irritability arising in two types of people: one in the emotional or "sense" type, the other in the intense type. Irritability in the emotional person is always of the effervescent

DUKE OF WEYMAR.

The large amount of emotionalism in the eye, combined with the sensitive nostril and mouth of emotional irritability, will result in supersensitiveness and the erratic nature.

type,often more of a petulance than real irritability. The indications of this will be found in combination with the structure of the emotional person. The upper eyelid will be full and baggy on the outer corner, the eye will be light in color and have a strained appearance, as though popping from the head. It will often be bloodshot and the rims of the eyelid will be red. The full-lipped tissues of the mouth will be slightly parched and the outer rims of the lips will have the appearance of being slightly contracted or drawn. Study indications of *emotional activity*.

Where the irritability is in a subject of intense type there will be a slight pucker in the inner half of the eyebrow. The eye will be gray or brown, and deep-seated. There will be fullness in the outer corner of the upper eyelid, this fullness sometimes extending across the entire width of the eye. The nose will be full in structure and the nostril distended. The lips of the mouth will be medium-full and greatly expanded and compressed. The rim lines of the lips will be very irregular and the red tissue will be dark in color, parched and cracked, with often a droop to one side of the lower lip. The ball of the chin will be muscular, red in color and sometimes dimpled. The skin will be unusually dark with a yellow tinge. The white

of the eye will also be yellow, indicating inactivity of the eliminative system and too much bile in the blood, which result in causing sluggish circulation. Study indications of *intensity*. In the first type of irritability the "sense" reactions are evident in the indications of the activity of the assimilative and secretory systems. In the latter type the secretory and assimilative side will be insufficiently active, as indicated by the body and face being strongly muscular without any indications of flesh growth. See chapter, *Nerve Tension as Evidenced in the Face*, in "Character Revelations of Mind and Body," by this author.

Ill-Temper.

Ill-temper is a continued condition of *irritability*, and is found only in the intense, active type, and all indications of the intense, irritable type will be present in extreme degree. In addition to other mouth indications shown as indicating irritability in this type, the corners of the mouth will be drawn down and the inner corners of the flanges of the nostrils will likewise be drawn downward, while the whole nose will often take on a dark red coloring.

Resentment.

Resentment is a tendency to become irritable and feel disgruntled toward certain people as a result of

either just or imagined cause. Resentment results from supersensitiveness, lack of self-confidence and irritability. Resentment may be found with either type of *irritability*. Where the irritability is of the emotional type the resentment is a less deep-seated thing and is usually evidenced by curling of the upper lip, the rim line of the upper lip curling upward instead of being straight. All the other structures will be the same as found where emotional irritability is present. Resentment is practically always present where there is the intense type of irritability, and is particularly active where the white of the eye and the skin are yellow as a result of abnormal bile conditions. All other indications of the intense type of irritability will be present. Where resentment is of a narrow character, abnormal head structures will prevail.

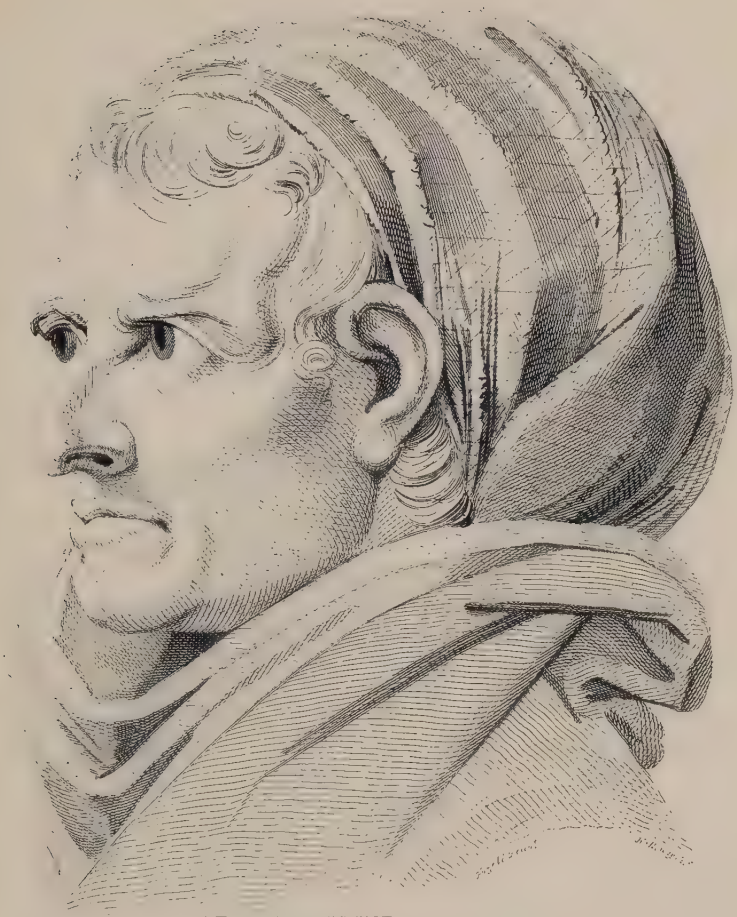
Vindictiveness.

Vindictiveness is the desire to get even for either a real or imagined injury, and is practically always accompanied by irritability and resentment, although there may be irritability and resentment without vindictiveness. The special structures in addition to those mentioned under *irritability* and *resentment* will be that the head will be narrow in structure, sunken at the temples, particularly

heavy brow structure drawn down toward the center and not drawn down on the outer corners; small dark eyes close together, with very full muscle structure around the eyes, both above and beneath. All the muscle structures of the face will be thin in their make-up, as indicated by the thinness of the lip tissues. Both the nose and mouth, as well as the brow, will tend to be greatly contracted rather than expanded. The skin around the eye structures will tend to be almost black in coloring.

Temper.

Temper, as aside from ill-temper, which is a continued condition of being out of sorts with everything, is the explosive type. This explosive type of temper is of two kinds: one the emotional type where the heart action is very rapid and there is a quick outburst of temper which is soon over with, and the subject is sorry for the happening and anxious to make amends. The other type is found with the strong bile conditions which result in deep intensity, and this type is slow to anger and the fire will burn long beneath the surface before finding expression. When it does find outlet it is very vivid. The anger will be violent in expression without thought for results, and



A TRANS-TIBERINE *(TRASTEVERINO)*

Masculine vigor is shown in this strongly developed woman's face. Uncontrolled temper is shown in the eye, the nostril, mouth and chin. The great energy combined with uncontrolled emotion would result in violence and cruelty.

when once this anger has been roused the subject will never forget nor "make up" with the one who has caused it.

There is a middle degree of anger which goes with balanced coloring, neither the emotional nor deeply intense type, and with this type of emotion after the happening the subject forgives but does not forget. The first kind of temper is found in the subject of *emotional* type who has effervescent *irritability*. For the correlation of structures evidencing this type of anger these two qualities should be referred to. The last type of anger accompanies *intensity* and the type of *irritability* which goes with intensity, including *resentment* and *vindictiveness*. For the activity and time that it will take to bring the last type of temper to the front the indications of *sullenness* must be taken into consideration. The greater the clearness and brightness of the eye the quicker the responses will be.

Jealousy.

Jealousy is a quality that causes a violent resentment to spring up within one for either just or imagined cause, and is always directed toward some other person. It may be in relation to sex or ego, and is in a sense an acknowledgment of inability as, result of depleted bodily condition or lack of mind

development, to cope successfully with the one who has occasioned the jealousy. It may arise in one of very intense nature with rather scant structures of the lower back head but full structures of the upper back head. These indicate insufficient physical strength, but great love of home and home surroundings. Where jealousy is found the eye will often be unusually dark and bright, showing great activity of the forces. The eyes will usually be rather small, almond-shaped, with full surrounding structure, and they will tend to be rather close together. These structures as mentioned, in addition to the structures of *resentment*, *suspicion*, *self-center* and *lack of justice of thought*, to which you are referred, will indicate jealousy. Depleted bodily conditions as evidenced by shallow or sunken cheeks, with the lower half of the face light in formation both from the standpoint of bone and muscle in comparison with the upper third, are often part of one that is jealous. Jealousy will be found in the emotional brunette or the intense blond.

Bitterness.

Bitterness is a condition of discontent, but is a more active condition of discontent and includes resentment, which is at the bottom of this feeling. In other words, it may be considered as a

continuing resentment. The structures will be the same as those found in *discontent* and *resentment*, with the addition that the cheeks will not be so full, the mouth will tend more toward the intense rather than the "sense" type. There will be a tendency toward parching of the lips with a curl on each side of the rim line of the upper lip. In other words, the mouth will show greater activity than the mouth of discontent.

Pessimism.

Pessimism is a tendency on all occasions to look on the dark side of every proposition, happening or possible happening. It is not far from melancholia and may develop into it if excessive nerve strain is brought to bear. Body conditions are likely to be depleted as evidenced by scanty lower back head structure, the nape line of the neck being particularly high up on the neck. The head structure will be narrow and the jaw and chin inclined to be weak and light in structure. The forehead will be narrow so far as width is concerned, medium in height and tending toward being square, with sunken temples; heavy, square perceptive development; eyebrows drawn down close to the eyes, which will be sunken rather than deep seated. The muscle structure between the brows will show

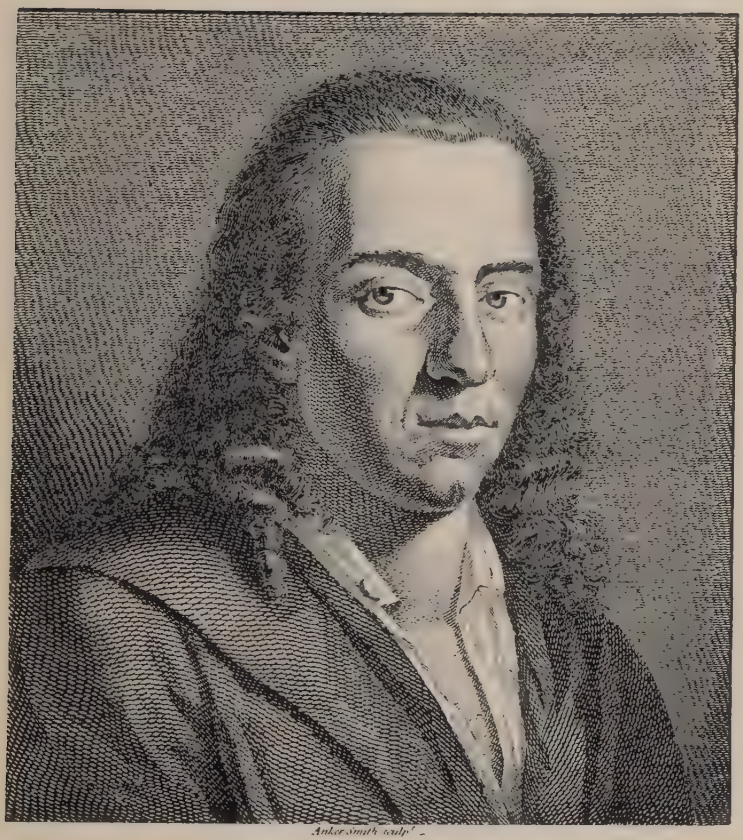
a number of small wrinkles rather than deep wrinkles, indicating thin muscle structure. The brow is likely to be drawn in the center; the nose will be contracted throughout its whole length; the mouth contracted, and cheeks shallow to sunken. The eye and skin coloring will be dark, tending toward yellowness. The chin will be pointed and narrow, the chest is likely to be flat or sunken.

Intolerance.

Intolerance is a quality which gives the tendency, to override others, and to lack in consideration for others' rights and feelings. All the indications of *ill-temper* are likely to be present, and in addition the lower third of the face will be heavy and square, including both the jaw and chin, and the whole lower lip will hang from one-fourth to one-half inch further forward than the upper lip. The rim line of the lower lip will tend to be drawn downward, giving the lower lip a hard but loose effect. Intolerance is a quality of physical force and energy not properly directed by mentality.

Obstinacy.

Obstinacy is a quality that results in one standing by an opinion or decision with a refusal to consider the logic of reasoning contrary to that opinion. It is a refusal to either act or agree to



KAUFMANN.

Hard muscle structures, indicating with the eye and mouth development the passionate, intolerant and resentful type.

what another suggests, although in one's inmost soul he knows the other one is right. It is a quality of ignorance and physical force and not of mentality, and is indicated by lack of development of judgment and reasoning. There is an over-degree of bone structure and physical force, without enough intensity to result in irritability or action. The structures will be broad head; cramped upper third of forehead; heavy bony perceptives, with brow only slightly compressed; lack of development in side head and in outer corner of brow, with contracted center of the brow; heavy nose structure, not contracted but not expanded and active; heavy lip structure; skin dull in texture and tending to be flabby or extremely hard, with unusually broad face at the angle of the jaw, with heavy jawbone; deep and prominent chin.

Skepticism.

Skepticism is the active expression of a pessimist in relation to the propositions and things which he can see only from a negative standpoint. The structures for this quality are the same as those for pessimism, except that there will be a greater degree of activity in the face, with somewhat brighter and more active eye, a more active development between the brows, and with more irritability present.

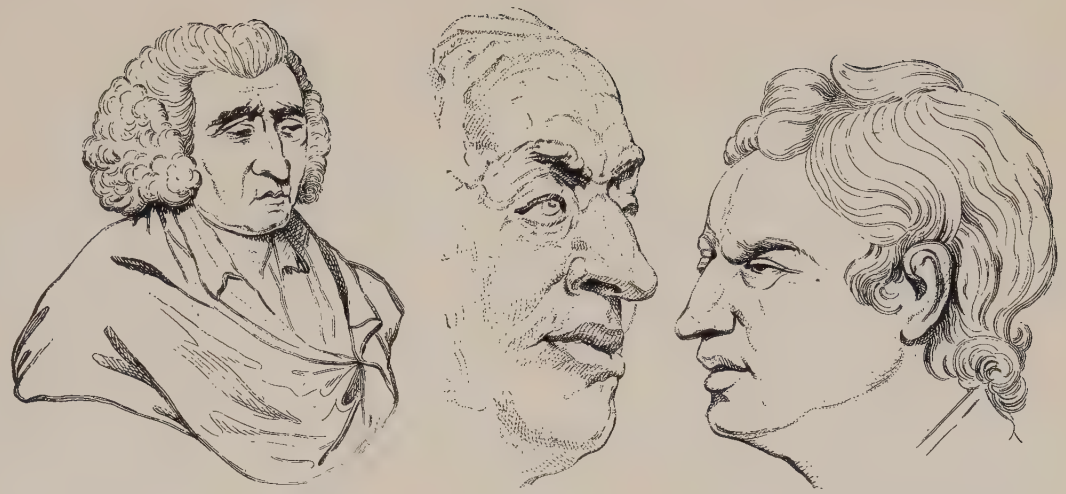
The structures for *pessimism* and *irritability* of the intense type should be studied for this quality.

Cynicism.

Cynicism is a quality in which one is inclined toward pessimism and yet has rather a keen sense of dry humor with originality of viewpoint. It will be noted that in studying the structures for pessimism that a square, cramped upper forehead structure is mentioned. In cynicism there will be a broader upper head structure which will give more humor and more of the imaginative side to result in originality. There will also be a rather keen, active, deep-seated eye, either medium-dark or dark in coloring. The brows will be heavily compressed, close to the eyeballs, and decidedly sharp bridge line to the nose, very finely cut, expanded nostrils with full but well compressed, expressive lips, chin usually sharp. There will not be present the excessively dark coloring or the sunken temples that are found with *pessimism*, which quality, with these differences, should be considered. As bitterness is an element in cynicism these structures should be studied.

Belligerency.

Belligerency is a feeling of desire to attack others without the feeling of assurance of ability to



JOHNSON.

Supposedly all three of these pictures represent the same man, and yet there is really no similarity in the faces or in the characters they represent. They are worth careful study.

successfully enter into either mental or bodily contest with another. Belligerency is the result of either having had a depleted body condition in earlier years, which has developed lack of self-confidence in contest with others and which has remained a subconscious thing after the cause has disappeared, or else it is the result of having been dominated by an unusually intolerant nature during earlier years, which in a sense has "broken the will." Although the cause has been removed, the effect continues to exist. The structures are those of *legitimate aggressiveness* with *irritability.* It is a quality that is only brought to bear when opposition is offered, and is often a thing which is sensed by the other party rather than a thing expressed in words. The feeling results in drawing the chin forward, tightening the chin and jaw muscles, and making the lower lip tend to creep up over the upper lip. It is a quality expressed when the face is active rather than when the face is passive, but if this attitude is constantly brought to bear the indications will be apparent in the face even when the face is passive.

Unreasonableness.

Unreasonableness is usually shown by making demands that are unjust in relation to small things

rather than large ones, and in considering people's attitudes toward one in a negative light which is contrary to that which is intended. There are two different types which are prone to show this quality. One has a full neck; broad head structure; full forehead in the upper third, usually coming out full on the upper outer corners; perceptives not much drawn down nor developed; the eyebrow being a considerable distance from the eye, with fullness of the upper eyelid indicating irritability; the eye prominent with a strained appearance; the nostril finely cut, with a tendency to be what is termed the breathing nostril and also a tendency to dilate rather than expand. The mouth, although of the "sense" type, will be slightly contracted, indicating repression. It may be parched and cracked in its structures. The ball of the chin will be strongly drawn up; the face will be broad in chin and jaw structure. There will be high skin coloring showing plenty of blood. This type of unreasonableness results from *emotional irritability*, and for further information on structures see this quality. The unreasonableness arises from the irritability and lack of perceptive development, which result in poor judgment in positions taken.

The other type of unreasonableness will be found

where obstinacy is present, and for this type note *obstinacy*. It will also be found where depleted bodily conditions are present when the bone structure is heavy, with sallow skin coloring.

Conceit.

Conceit is an over-valuation of one's good qualities, appearance or possessions. Conceit is a quality of ignorance and is usually found in one of well balanced natural structures without development of mental quality, which would enable one to have a correct judgment of his abilities and which would give him the urge to develop those abilities. It is usually found in the full-blooded type, with the brow thrown backward and relaxed rather than compressed; the eye wide open, without development of structures around it; nose well formed, nostril well cut; short upper lip, lips full, bright in color, without much compression, particularly full in the center; ball of chin and cheeks bright in coloring; muscle structures flabby rather than elastic.

Self-Satisfaction.

Self-satisfaction is a feeling within one of being just right in all respects and having an erroneous feeling that all others think so. Self-satisfaction

will have all the indications of *conceit*, although the face may be more strongly developed, but there will apparently be a "lifting" of all the muscles of the face, including the center of the brow and the corners of the mouth, giving the impression of a smirk and readiness to break out into a smile of self-approval. The structures of *egotism* should also be considered.

Egotism.

Egotism is a quality which makes one feel that he "knows it all" and wishes to impress his knowledge on all with whom he comes in contact. It is a quality of ignorance and narrow mindedness. The nape line of the neck will be high, the back head structure will not be well developed either in the lower or upper portions, the top back head will be particularly high, tending to show an apex at this point, the head slanting from this apex toward the forehead. The head will be narrow through from ear to ear, the upper forehead is likely to be cramped in structure and narrow, brows narrow, particularly prominent on the outer corner, but bony in structure with sunken temple; the eyebrow drawn down over the eye that is sunken rather than deep-seated; the nose prominent but of the æsthetic type, being very thin in structure

as it joins the face and thin in nostril structure. The point is likely to have the division indicating discrimination. The lips will be thin in structure and contracted. The chin will be pointed, often running directly from the upper lip to the tip of the chin without any indentation. The jaws will be light in structure. The muscle structure will be flabby or hard, not elastic, and the skin coloring will indicate anemia or a sallowness indicating imperfect elimination. This quality will often be associated with the indications of fine natural quality undeveloped.

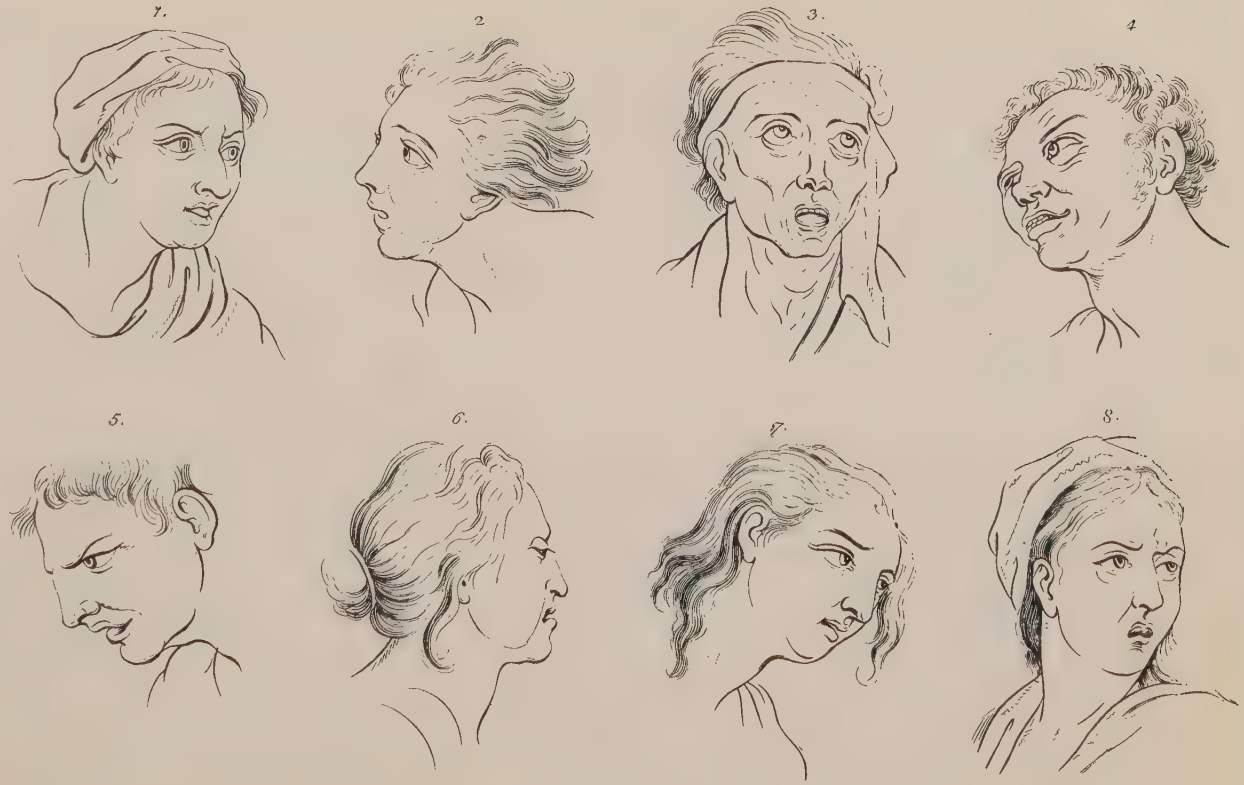
Eccentricity or Being Erratic.

To be erratic or eccentric is to do a thing or decide upon a thing in one way at one time and do or decide the same thing in an entirely different way upon another similar occasion, without any good reason for the change. Tendency toward being erratic is indicated in the brow development, the hair structure will not be well compressed with all the hair running one way, but will be scattered in formation. The wrinkles of the brow above will indicate that the brows at one time are lifted and at another time compressed, indicating that the subject has no settled manner of thought. The quality of orderliness in the outer corner of the

brow will not be definitely developed and the outer corner of the brow will tend to be thrown backward rather than compressed. The mouth will be loose in structure and the rim line of the lips will be irregular in their formations. The eye will often have a tendency toward shiftiness and will incline to be dull, although there will be the liquid appearance of the eye which indicates that emotionalism is present.

Indefiniteness.

Indefiniteness is found where one has difficulty in coming to any decision or in taking any action even after a conclusion has been reached—no precision of either thought or action. The structures described as indicating tendency toward being *erratic* will likewise be present in the one who is indefinite, but the indications will be in exaggerated form. In other words, the brow will be less compressed, more changeable in form; the structures around the eyes will be less developed; the nostrils will be loose in structure; the lips will be unformed, and particularly will the lower lip hang loosely, and the chin move indefinitely. The whole posture and condition of the body will confirm the facial indications in looseness of carriage and flabbiness.



Interesting sketches, showing negative emotional traits, that should be studied to increase sense perception and the ability to analyse it.

Duplicity.

Duplicity is a quality which results in one using either word or act with intent to lead others to believe contrary to the actual truth. The structures indicating this quality will be a lack of fullness in the crown section of the head, a tendency to throw the eyebrows backward at the outer corners; and a lack of development in the region where justice of thought should be present. The eye will have a tendency to be slightly higher on the outer corner than the inner corner, oblique in form. It is often associated with contracted brow, nose and mouth. As it is a quality exercised with intent, it is not usual that it is found with the emotional type, but usually with the intense type and dark coloring. The eyes may possibly be rather close together. Practically all the indications of *sullenness* are often present.

Untruthfulness.

Untruthfulness is to tell in words that which is not true for the purpose of deceiving another. The untruth may be told with premeditation or without.

There are two types of people who lie. In one type *emotional activity* will be prominently present. The particular structures will include this quality,

and the upper forehead will be full; brow will be but slightly compressed at any point, with the outer corners thrown backward, giving the impression of a slight contraction of the brow. The whole makeup of the subject will indicate expansion except for the mouth, which will tend to be full and savor of relaxation. The upper lip will be drawn down but the lower lip somewhat loose in appearance.

The structures for *good nature*, *imagination*, *resourcefulness*, *sense type* and *expression* should be considered. This type has no premeditation, but seems to think of a lie more easily than the truth.

The other type is *intense* and has a low forehead, the brow definitely contracted, the brows running upward obliquely from the center or thrown back upon the outer corner. The eyes also are small, narrow, often close together, bright and nervously alert, oblique in their setting. The mouth will show *irritability* of the intense type, with *intolerance*. The muscle structures will be hard rather than elastic; the subject will be dark in coloring. This type lies with premeditation and is far more dangerous in business dealings and otherwise, as they usually have mind enough to logically protect themselves.

Cunning.

Cunning is a quality of ignorance and narrowness which results in one leading others into a pitfall for the sake of attaining one's own desires. When resorted to it is always for the purpose of attaining an illegitimate end, as aside from subtlety, which is always exercised for the attainment of a legitimate end.

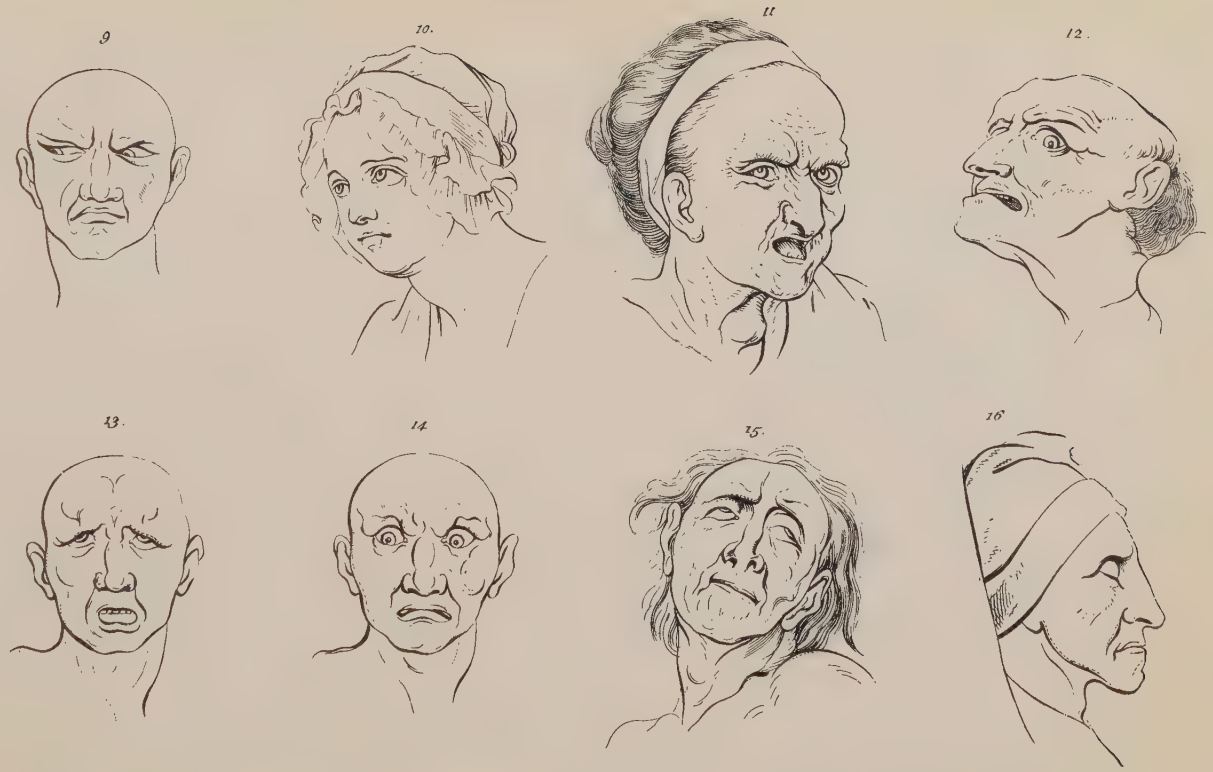
There are two kinds of structures which indicate this quality: the first, narrow head structure, brow thrown back on the outer corner, strongly contracted in the center; eyes often oblique but not necessarily so, but always particularly close together, deeply set and small in size, medium to dark in color; nostril tending toward contraction; thin lip structure, and mouth small; often sallow skin coloring, with hollow or sunken cheeks. The features will all be thin, and usually the face will not be as heavy in the lower third as it should be, but the *intensity* of the nature will give the activity and furtiveness in the eye which is always present in cunning. The structures for *untruthfulness* of the intense type, and *resourcefulness* should be considered.

The second type is the rudimentary, which has purely animal cunning, as aside from the first type which usually operates as the result of intent. The rudimentary type has practically no upper fore-

head; heavy, bony brow with no muscle structures; eye dark; skin dark; brow thrown back on the outer corner; no root to the nose; very broad in the end of the nose with practically only two round holes instead of nostrils; lips full, with no indication of mental development; practically no chin; more than usually active secretory and assimilative side as indicated by flesh growth. The quality of this subject will be very coarse. This type of cunning will be more of a defensive nature, used more as a result of the self-protective urge, whereas the other type of cunning will be offensive in its nature.

Treachery.

Treachery is a quality that wilfully and with intent, by word or act, without cause, works toward the injury of another. It presupposes that faith and reliance has been placed in the one that causes the injury. Treachery is made up of an extreme of *selfishness*, and partakes of *resentment* and *vindictiveness*. As this quality predicates mental and bodily activity against another, the brow will be strongly built of bone in the center, will slant backward from the center in its bone structures and the brow itself will arch backward and upward, with a wave from the center. The inner corners of the brow will be greatly drawn



Interesting sketches, showing negative emotional traits, that should be studied to increase sense perception and the ability to analyse it.

down and contracted; the eye is likely to be higher on the outer corner than on the inner corner, narrow, deep-seated and small. If it is the type of treachery that does not require action the nose and mouth will be contracted, and the structures of the face will be light. This kind of treachery will be applied by word of mouth rather than by act, and the quality of the subject is likely to be from medium to fine. The presence of active treachery will be indicated by expanded to animal nose structure, without any fine lines; and the mouth, although expanded and exceedingly muscular in its structures, will be thin of lip, with red portions almost entirely drawn within; the ball of the chin will be drawn up, and every indication of intensity will be present, with the furtive alertness of the eye indicated by constant movement of the eyeball from side to side. Dark color will be particularly evident, with over-degree of bile in the blood, and with tendency toward biliousness and imperfect eliminative functioning. The quality of this subject will tend to be coarse. The coloring of both types will be from dark to very dark.

Cruelty.

Cruelty is the wanton exercise of force toward others to the point of creating pain. The

structures indicating cruelty will be, crudeness throughout; practically no nape line to the neck; low in both front and back crown section; very broad through from ear to ear; particularly full structures back of the ear and immediately above where the ear joins the head; forehead very low; very prominent and bony brow, with brows drawn down in the center, and no development upon the outer corners; the nose, and ears will be crude in their structure and full of angles; the nose may either be prominent or hollow at root, which will be the indication as to the activity of the cruelty (the more of activity the less of cunning); the mouth will be unformed, the lower lip loose and jutting forward, or of very thin structure, and greatly contracted, with very broad, crude jaw, tending to the intense type instead of the "sense" type. There will be heavy bone structure, and hard muscle structure as compared with elastic. The quality of nervous sensibilities, hair, skin and muscle structures, will be very coarse and crude. These structures indicate the brutal type of cruelty.

Where it is in lesser degree it works itself out more in the desire for mental pain in the one toward whom it is directed, rather than physical pain. In this type the structures will not be crude, but the forehead will still be low, the brow particularly

prominent, bony in structure, high cheek bones, high nose structure, very definite and broad jaw structures, the muscles will be unusually hard, with heavy hair growth, indicating intensity. All the indications of one who is *opinionated* and *irritable* will be present, and a noticeable absence of the structures of *sensitiveness* and *sympathy*.

Curiosity.

Curiosity results in a mind desiring information in relation to what is legitimately only the affairs of other people in whom the curious person may or may not have an interest. Curiosity is a narrow and undeveloped condition of what otherwise might be an *inquiring mind*. Curiosity is the result of having either a narrow mental scope, with an undeveloped inquiring mind, which is critical instead of analytical, or the result of having an emotional nature, which, by application has developed to some degree an inquiring mind and a mind for analysis, but because of indolence this type of mind, after being developed, is given nothing with which to occupy itself, and as a result is constantly digging into the affairs of others with whom it is brought in contact.

The first structure will be particularly narrow head with cramped upper forehead; brow naturally

close to the eye, with a tendency to be contracted in the center; eye small; nose narrow as it joins the face, with nostrils thin and the point drawing upward; with lips thin and contracted; ball of the chin small; the lower third of the face tending to be relatively light; the coloring medium to dark with a tendency toward sallowness.

The other structure will be the full, high forehead—the "*sense*" type—to which structure reference should be made; the brow quite strongly compressed over a prominent and emotional eye with rather good muscular development in the center; the outer corner of the upper eyelid and mouth indicating quite a degree of *irritability;* the nose somewhat sunken at the root and indicating, with the mouth, a tendency toward love of ease; the mouth naturally soft in its structures; the brow, the nose and the mouth compressed and expanded. Quality in this type will be from medium to fine.

One Who is Opinionated.

One who is opinionated will have an opinion upon practically all subjects, and will hold to that opinion as against the reasoning or persuasion of others. It usually predicates the tactless person who imposes his opinions on others whether they are asked for or not, and literally fights for those

opinions. The one who is opinionated has *obstinacy*, *egotism*, and *combativeness* present, as well as narrowness of mental scope, and delights to express his feeling in words. There is usually some degree of *irritability* and *intolerance* present, which provides the constant urge toward verbal combat. The structures for these qualities will produce the evidence. The muscle structures will be particularly hard in character; there will be large bone structures throughout, with more than usual indications of *energy* present. The upper forehead will be cramped in structure; the brow will be of heavy bone, without much muscular development, and the face will tend to have a hard appearance. *Sensitiveness* will be noticeably lacking.

Antagonism.

Antagonism is a feeling caused by the tactless, opinionated or belligerent attitude of another, and is coupled with a feeling of *irritability* and *resentment*. This quality will be found in the alert, keen, well-balanced type—the opposite to the one that creates it. There is no settled type that is antagonistic to any other settled type, and the one who stirs the antagonism must be considered in relation to the one in whom the antagonism is stirred before it can be decided as to whether such

a reaction would result from the contact of certain people. It would be necessary that *irritability* of the *intense type*, *resentment* and *combativeness* be present, and these structures should be considered.

CHAPTER IX

APTITUDES

Executive Ability.

This quality enables one to conduct oneself so as to accomplish the greatest amount of work as a result of effort. It is more generally considered as the ability to get the greatest possible amount of work within a set time out of those who are under the direction of such a personality. Executive ability also gives the power to build an organization and make the organization work harmoniously. Executive ability precludes the possibility that the one possessing it shall be jealous of the personal accomplishment of small things. An executive must be able to delegate authority and instruct others.

As this quality is of wide range, many other qualities are necessary, and reference is made to the structures for the following qualities: *decision of action; self-confidence; attention; self-assertiveness; self-dependence; tact; legitimate aggressiveness; good*

personality; adaptability; initiative; resourcefulness; self-control; judgment; reason; caution; tenacity; mental and physical energy; planning ability; creative ability; analysis; memory; will; foresight; loyalty; and *determination.*

Constructive Ability.

Constructive ability gives the power of building and putting together material things with an ability to draw a mental picture of the accomplished purpose. The structures indicating constructive ability are, the broad head through from ear to ear, particularly forward of the ears, with the crown section of the head tending to be flat, the upper forehead low and square, the brow not greatly compressed, but definite in form, being broad and square. This type of head is usually accompanied by the eye that is medium-prominent to prominent, with broad bridge to the nose, broad nostrils as they join the face, decidedly heavy in structure, both at the point and in the wing of the nostrils; lips that are full; cheeks full; chin and jaw of heavy structure, both as to bone and flesh. The particular indication is the breadth of the forward side head structure. Quality will be from medium to coarse, with muscles tending to be rather hard than elastic.

COUNT STADION.

The full, square forehead and broad head and face indicate caution, while the good development of the eye, nose and mouth structures show the exercise of fine judgment. This is the financial and judicial type.

Organization Ability.

Organization ability is found in the executive type, which, in addition to the structures for an *executive*, will also have a full development of side head. The particular difference between constructive ability and organization ability is the question of quality, as organization ability is a mental outlet for constructive ability. There will, of course, be high reflective forehead, as well as definitely compressed brow and fine development of structure surrounding a good, clear eye, as well as a nice development of all the features of the face, showing that the muscles have been repeatedly tensed and afterwards relaxed. Where organization ability is found the whole body will be nicely balanced, with good *reflective* and *perceptive* development. The quality will be of high character.

Financial Ability.

Financial ability is the ability to judge accurately the advantages of an investment. This quality requires the exercise of *caution*, *judgment*, *self-confidence*, *decision of action*, *self-dependence*, *self-control*, good *reflective* and *perceptive ability*, *analysis*, *memory*, *foresight*, and *intuition;* and the structures for these qualities should be considered.

Particularly should caution be present in combination with a good personality.

Business Ability.

Business ability gives one the power to conduct one's daily occupation so as to result in profit. Business ability may mean the running of one's personal affairs or it may extend to the conduct of a large business. The leading qualities which must be present for one to be successful are, *mental* and *physical energy, judgment, discrimination, caution, self-confidence, tact, memory, self-dependence, persistence, will* and *foresight;* and these structures should be considered.

Sales Ability.

Sales ability gives one the power to be able to sell to others either personal service, the service of others, or a commodity, at a profit to both the buyer and the seller.

The chief qualities which are necessary in salesmanship are, *judgment of character, judgment, discrimination, reasoning ability, mental* and *physical energy, tact, good reflective and perceptive ability, accuracy, logic, poise, enthusiasm, inspirational power, originality, aggressiveness, well-balanced physical forces, power of observation, will power,*

tenacity, persistence, endurance, initiative, ambition, sincerity, loyalty, power of expression, responsiveness, personal magnetism, recuperative power, and both *mental* and *physical courage;* and the structures for these qualities should be considered.

In salesmanagership the qualities of an *executive* must be considered in addition to the above qualities; but particularly must a salesmanager be able to make those whom he directs love him as well as fear him, as he must have both persuasive as well as driving power. A salesmanager is a salesman with high quality and executive ability.

Mechanical Ability.

Mechanical ability includes the power to both comprehend and perform various kinds of mechanical processes; particularly does this apply to the making of things with metals. The particular qualities which will be necessary are the brow of bony rather than muscular structure, with sharp corners, prominent bone structure throughout its entire width, rather narrow in structure than broad; the head short and round rather than long, although not full-cheeked; the nose broad as it joins the face, with broad heavy nostrils; heavy lower face structure. One of the chief characteristics of this type will be medium quality, with muscles hard

rather than elastic in texture. He should have *physical energy*, good *judgment of form, weight, and size*, (*perceptive* brow), *dexterity of hand, patience*, and good *constructive ability;* which structures should be considered.

Inventive Ability.

Inventive ability is the ability to create new things and to meet new requirements in new ways. The qualities necessary to result in this ability are, *mathematical ability*, *resourcefulness*, *initiative*, *optimism*, *foresight*, *concrete* and *abstract reasoning*, *imagination*, *intuition*, *creative and planning ability*, *mind for sequence*, *enthusiasm*, and *inspirational ability*, *persistence*, *endurance*, *perseverance*, *tenacity*, *self-confidence*, and *self-assertiveness;* and the structures for these qualities should be considered. This ability particularly requires that there shall be deep concentration in combination with a fair degree of emotionalism to give life to the imagination. This is a very unusual combination.

Mathematical Ability.

Mathematical ability gives one the power to calculate from known conditions the result of a combination of these conditions. Mathematical ability will be shown in good *reflective ability* and

good broad *perceptive ability*, with a good degree of compression and fullness on the outer corners of the brow. In addition to this particular structure there must be *mental alertness*, which structure should be considered. This describes the type which arrives at its conclusions through conscious reasoning and use of the perceptive mind.

The genius type of mathematician uses the subconscious mind nearly wholly, and will have the full, broad *reflective forehead*, with a large amount of *emotional activity*, but with brows only compressed to a slight degree. As the perceptives are developed in this type the ability to perform wonderful feats seems to disappear.

Scientific Ability.

Scientific ability gives one the power to comprehend the sciences, as well as the enjoyment of them, with the ability to not only understand, but originate things of a scientific nature. This quality is shown in a broad, compact development of a muscular upper forehead, with an unusually fine compression and expansion of a broad, muscular, prominent lower forehead, outer corners of the brow particularly well compressed and developed, with brow drawn down close to a deep-seated, almond-shaped eye, clear, with deep transparency;

the eye structures well formed; large nose, with expanded nostrils showing energy; with long upper lip; coloring will tend to be medium to dark. Emotional activity will particularly be absent. The qualities which will necessarily be present will be the *inquiring mind, analysis, mental scope, logic, power of observation and attention, visual ability, sensitiveness, judgment, alertness, accuracy, definiteness, with mental and bodily energy and concentration, justice of thought* and *orderliness, subtlety of mind, tenacity, perseverance;* and the structures for these qualities should be considered. Particularly high, natural and developed quality must be present, with fine balance where scientific ability is found.

There is another type of scientific mind that is best represented by the field geologist as compared with the laboratory man. The field geologist will have less compression of brow, but a particularly prominent one. The eye will be keen but somewhat emotional,—one of the type that sees the large thing first and reasons to the detail. He will visualize locations and contours. He will be more full-blooded and tend to have more elastic muscles, with more of *imagination* and *physical energy*. The other structures will be the same as those of the strictly scientific mind.

MENGS

The fine forehead with brow fairly compressed, in combination with the keen and alert eye of sensitiveness and observation, undoubtedly made him a fine artist. Note the mouth is but little compressed.

Literary Ability.

Literary ability gives one the power to know written form, with discrimination, and the ability to express oneself in written words, either from facts or from out of the imagination. The particular structures indicating this quality will be pear-shaped head and face; medium to narrow head structures, with good *reflective* and *perceptive* development; good *powers of expression*, a *mind for sequence*, *responsiveness*, *initiative*, *originality*, *enthusiasm*, *foresight*, *imagination*, *sensitiveness*, *perseverance*, *mental and physical energy*, and *legitimate criticism*. Where the material to be written and appreciated is of imaginative character, the *reflective*, *emotional* and "*sense*" type will be the more evident. Where the material is of a scientific, sociological or industrial nature, the *intense* type will be the more strongly developed. Literary ability particularly requires fine quality throughout, but is occasionally found with coarse natural quality, the other structures being present.

Artistic Ability.

Artistic ability is the ability to see things from the standpoint of the beautiful, the ability to see things from an unusual viewpoint rather than the normal, and to get a pleasing sense perception

from such things, to create and do things that will cause sense appreciation by stirring the emotions. It may include the love of art, music, dramatic work, etc., and may find expression in doing any of these things. *Emotional activity* must be present where the artistic side is found. There will also be *imagination*, *creative ability*, *originality*, *mind for sequence*, *enthusiasm*, *high ideals*, decided *sensitiveness*, *resourcefulness* and *responsiveness;* and these structures should be considered.

Where the thing created has the element of mechanical skill, such as interior decoration, designing, commercial art and portraiture, the brow will be compressed and show *perceptive* ability well developed. This kind of ability requires a combination of *intensity* with *emotional activity*, which accompanies the "sense" type.

As a suggestion for determining the qualities which are necessary to equip one for particular vocations, a few instances have been selected and their character qualities outlined:

BUYER:

Judgment
Discrimination
Caution

Reason
Mathematical Ability
Tact
Appreciation
Memory

General Manager:

High average of Executive Qualities

Employment Manager:

Observation
Judgment of Values
Executive Ability
Memory
Expression
Mathematical Ability
Personality
Reason and Analysis
Judgment of Character
Tact

Office Manager

Energy
Judgment
Observation
Organization
Decision
Self-Confidence
Tact
Initiative
Constructive Ability

Originality
Poise

Advertising Manager:

Expression
Organization
Constructive Ability
Imagination
Personality
Originality
Initiative

Cashier:

Mathematical Ability
Memory
Judgment of Character
Integrity
Dexterity
System
Personality
Intuition
Accuracy
Caution
Judgment
Analysis
Executive Ability
Tact

Teller:

Moral Perceptions
Integrity

Mathematical Ability
Memory
Dexterity
System
Personality
Intuition
Accuracy

DESIGNER:

Mechanical and Artistic Ability
Constructive Ability
Color Discrimination
Dexterity
Skillfulness
Imagination

ENGINEER

Mathematical Ability
Mechanical Ability
Constructive Ability
Judgment
Caution
Reason
Executive Ability
Observation
Personality

The judicial lawyer will require particularly *high reflectives*, which will give him great deliberateness of judgment; good *abstract reasoning; foresight;*

knowledge of human nature; intuition; memory; planning ability; mind for sequence; memory for events; resourcefulness; responsiveness; judgment of values; powers of observation; attention; logic; analysis; mental scope; definiteness; accuracy; patience, and particularly *justice of thought.*

The counsel lawyer is a narrower type, and particularly requires *judgment; perseverance; tenacity; mental alertness; observation; attention; practicality; mental scope; analysis; logic; mind for sequence; detail mind,* with *definiteness* and *accuracy,* and a good degree of *self-confidence* and power to *express* himself; but does not need the sociability and the qualities which make it possible for him to persuade others. He is to give advice, and decide, not to persuade.

The trial lawyer, on the contrary, particularly needs the ability to reach out toward others; good *judgment of character; logic; memory; emotional activity; mind for sequence; concrete* and *abstract reasoning; intuition; memory for events; enthusiasm; humor; adaptability; tact; resourcefulness* and *responsiveness,* with good *powers of expression; persistence; self-confidence; self-assertiveness; self-dependence; personal magnetism* and *sociability* with a desire for *praise;* and the structures for these qualities should be considered.

There are quite as many divisions of doctors and engineers as of lawyers, and in fact in all different pursuits of life; and the particular combinations of qualities must be reasoned out which are applicable to the particular vocation, and the subject judged accordingly.

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